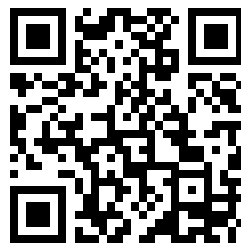

This is a reproduction of a library book that was digitized by Google as part of an ongoing effort to preserve the information in books and make it universally accessible.

Google[™] books

<https://books.google.com>





JAN 14 1918

Hardware - PLUMBING AND HEATING - World

1311
Jan - June
1918
LIBRARY
OF THE
UNIVERSITY
OF
CALIFORNIA

JANUARY 1918

Concentrate on The **B-W-H** Line of Garden Hose It Covers The Field

The dealer who concentrates on the B-W-H Advertised Garden Hose Line for 1918 is bound to make more money on a smaller investment than ever before.

The B-W-H Garden Hose Line gives you a clean, active stock—and enables you to sell and satisfy every customer that comes into your store.

When ordering—don't forget to stock the famous Boston Nozzle and a line of B-W-H Fittings.

BOSTON WOVEN HOSE & RUBBER COMPANY

The Largest Makers of Garden Hose in the World

CAMBRIDGE

MASSACHUSETTS

BULL DOG (7-PLY)
The World's Standard
For those who place
quality above price

MILO
Moulded Corrugated
In reels of 250 and 500 ft.
Also in 25 and 50 ft. lengths
coupled.

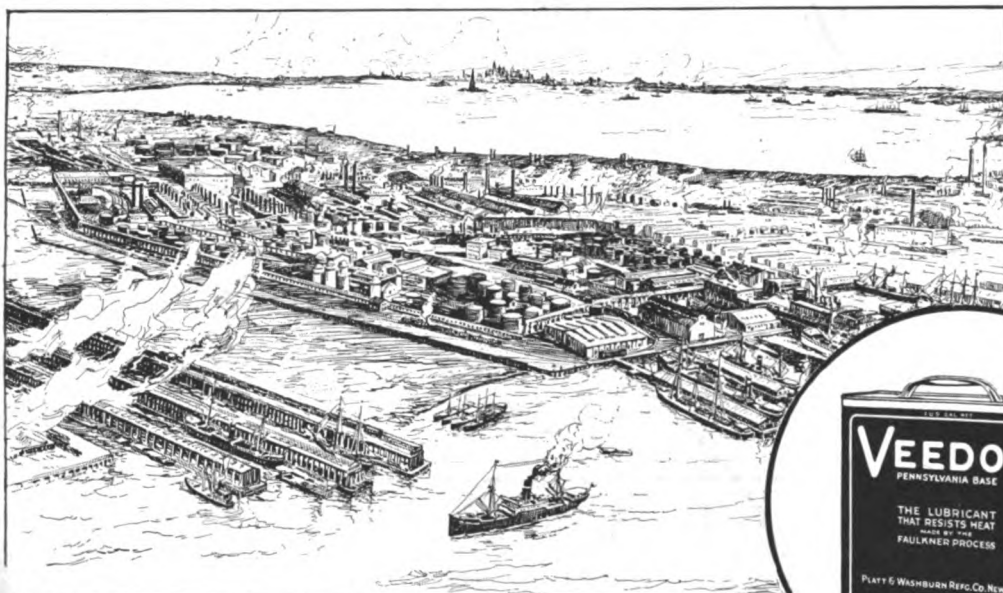
GOOD LUCK (6-PLY)
A 6-ply hose of remark-
able value which meets
popular demand.



BOSTON SPRAY NOZZLE
Solid cast brass—simple—
efficient—cannot get out of
order—gives a shower,
tream, spray or complete
hut off.



Digitized by Google



Part of
the great
Platt &
Washburn
Refineries
where
Veedol
is made



Get your share of \$2,000,000 Veedol profits

Last year the sales of Veedol trebled. This year they are already running ahead of the 1917 record.

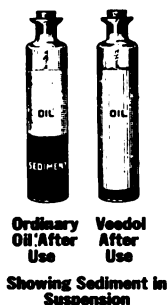
Pacific coast retailers report 60%—90%—120%—and even larger gains over last year.

A Veedol sign over your door will bring you more sales and bigger profits.

Veedol advertisements reach 28,000,000 people. Think what this may mean to you!

VEEDOL SELLS ITSELF.

Veedol really sells itself. Some advantages of the Veedol proposition are good profits, large volume, a line of goods that adds to your prestige, hearty co-operation and the greatest national advertising campaign in the history of automobile lubricants.



Then, too, you are protected by doing business with a big, broad-gauge concern, manufacturing its entire product in its own plant.

WHY VEEDOL SALES GROW

Sediment in ordinary oil is the greatest cause of friction and wear in automobile engines by excluding lubrication. As shown by the two bottles, Veedol reduces sediment 80%.

Veedol is not like ordinary oil because it is made by the Faulkner Process—a discovery controlled entirely by the Platt & Washburn Company.

FAST-SELLING GREASES

There is a special Veedol grease for every purpose, each of the same high quality as Veedol. That is why you can increase your sales if you stock Veedol greases.

Platt & Washburn Refining Company

Monadnock Building, San Francisco, California

Main Office, New York City

Branches in Boston, Philadelphia and Chicago

Write to One of These Veedol Jobbers Today for Sales Proposition

ARIZONA—Phoenix: Auto Supply Co.; Tucson: J. Breck Richardson.

CALIFORNIA—Fresno: Evins Rubber & Supply Co.; Los Angeles: McCoy Motor Supply Co.; Oakland: Berg Auto Supply Co.; Sacramento: Jas. S. Remick Co.; San Diego: Cavin Williams; San Francisco: Latham Auto Supply Co., McCoy Motor Supply Co.; Stockton: Jas. S. Remick Co.

COLORADO—Denver: Quinn & McGill Motor Supply Co. H. I.—Honolulu: Smoot & Steinhauer, Ltd.

MONTANA—Helena: A. M. Holter Hardware Co.

NEVADA—Reno: Nevada Auto Supply Co.

OREGON—Portland: Ballou & Wright.

TEXAS—El Paso: Western Motor Supply Co.

UTAH—Salt Lake City: Salt Lake Hardware Co.

WASHINGTON—Seattle: Ballou & Wright.

STANLEY GARAGE HARDWARE



THIS picture beautifully reproduced in colors as a calendar will be sent to the leading Architects and Builders throughout the United States to help you increase your sale of **STANLEY GARAGE HARDWARE** during the coming year.

We should be pleased to receive from you the names of Architects and Builders in your vicinity, and should any not already be on our list we will add them, and forward the calendar accompanied by a letter saying it is sent at your suggestion.

THE STANLEY WORKS

NEW BRITAIN, CONN.
NEW YORK, 100 LA FAYETTE STREET
CHICAGO, 73 E. LAKE STREET

E.C. SIMMONS
**KEEN
KUTTER**

CUTLERY
AND
TOOLS

FULLY
GUARANTEED

STANDARD
OF
AMERICA

Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."

TRADE MARK REG. U.S. PAT. OFF.

E.C. SIMMONS.

Starrett Hack Saws



IN a shop such as this, the machinists use many "Starrett" Tools. With our reputation for fine precision tools, we could not muster up courage to put our name on a hack saw that is second to any obtainable. We know that

**STARRETT HACK SAWS ARE UNEXCELLED
JUST AS STARRETT TOOLS ARE UNEXCELLED**

We make them in our own shops; in the same plant with Starrett Tools. We know what steel they are made of. We know what they will do, for with us it is test, test, test—to find out for you just what constitutes the best saw for this work or for that.

There is no question about the quality of Starrett Hack Saws. The only question is what numbered saw you should recommend, and this question is easily answered by referring to page 208 of our Catalog No. 21.



The L. S. Starrett Co.

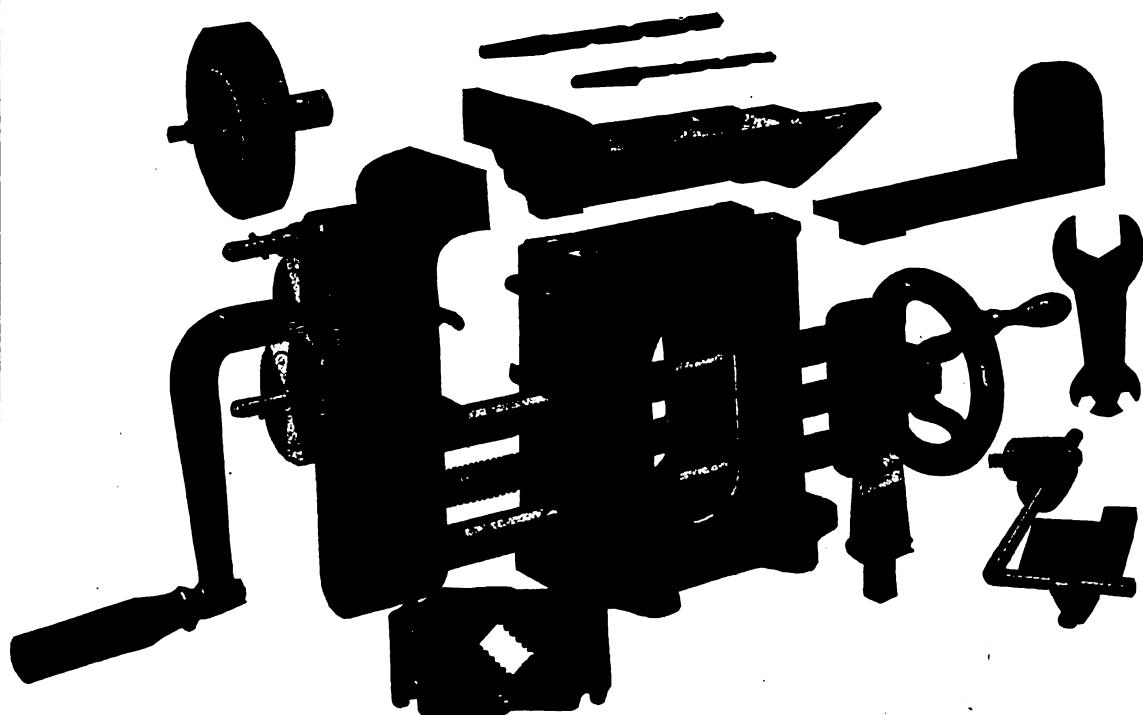
The World's Greatest Toolmakers

ATHOL, MASS.

42-748

STARRETT

Cut Quicker-Last Longer



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER
EVERY TIME IS THE

Stewart Handy Worker

This uniquely practical combined tool machine
comprises—

- A good, sturdy anvil.
- A steel-faced vise opening up to $4\frac{1}{2}$ inches.
- A steel pipe vise up to $1\frac{1}{2}$ inches.
- A substantial corundum grinding wheel.
- A two-speed drill press.
- A cutting hardie.

Complete outfit boxed weighs 90 pounds.

List \$14.00 f. o. b. Chicago.

Western list, \$16.00.

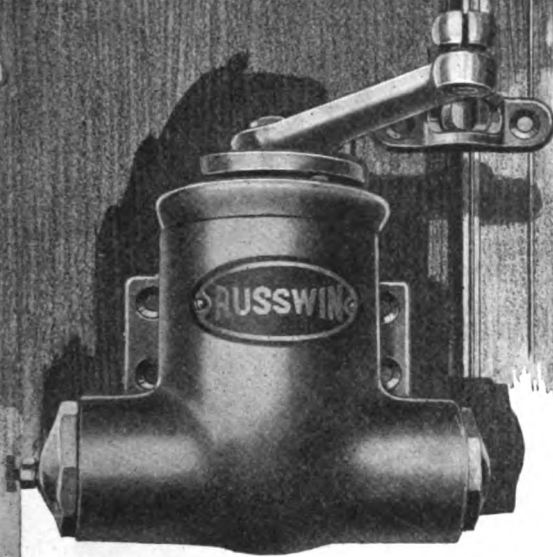
From your jobber or direct.

CHICAGO FLEXIBLE SHAFT COMPANY
N. LA SALLE AND ONTARIO STS., CHICAGO

RUSSWIN

RUSSELL & ERWIN

Door Checks



Conservation

THE scarcity and cost of fuel means that the greatest economy must be practised in its use.

The saving of heat produced means a saving in fuel required.

A RUSSWIN door check is not only a labor saving device, it makes for real comfort and conserves the heat produced. It acts instantly—and unfailingly.

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation Successor

New Britain, Connecticut

New York

San Francisco

Chicago

London, Eng.



The Union Fork & Hoe Co.

**Manufacturers of a Complete Line of
High Grade**

Forks, Hoes, Rakes and Hooks

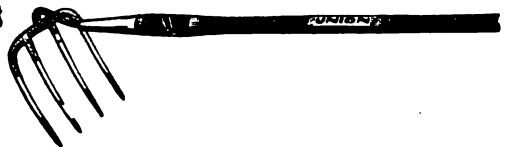


**General Offices
COLUMBUS, OHIO**

**Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO**



“They’re Just Right — Strong But Light”



NICHOLSON

The Imprint of File Quality—

Shrewd merchants find it was to feature the NICHOLSON imprint at the very commencement of the sale.

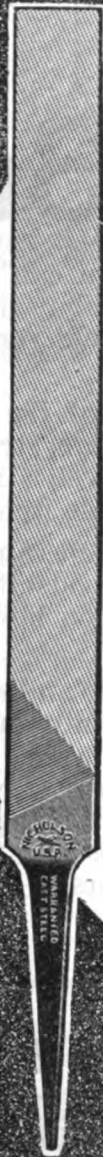
They discover in this familiar stamp a means whereby they can gain instant recognition and approval resulting in a saving of time and selling expense.

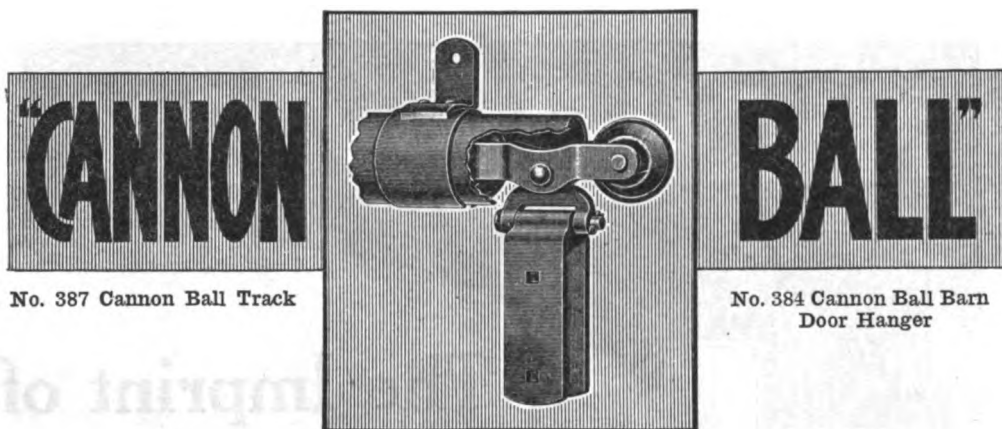
The NICHOLSON trade mark stands for over fifty years of specialized experience; stands for a guarantee of shape, cut, quality and temper; for maximum service and positive file satisfaction.

Have you read our booklet FILE PHILOSOPHY? If not, by all means get it at once.

**Nicholson
File Co.**

Providence, R. I.
U. S. A.





The Best "Buy"

Under present market conditions you can't afford to take chances. You've simply got to buy the goods you know will sell readily and satisfy your trade after they are sold.

And we have this season put back of the famous **Cannon Ball Line of Barn Door Hangers**, strong and effective selling-helps which positively insure a greatly increased trade for you on these items.

And there's another way by which you can make an extra profit without selling more goods if you're stocking **Cannon Ball**. We'll show you how if you write us.

The **Cannon Ball** construction is simple and strong—that's why the hangers are so wonderfully durable—there's no "come back" or "kick" when you sell **Cannon Ball**—time, weather and wear have little effect upon them and in the Line are Hangers and Track which fit every conceivable need in the way of hanging house, barn or garage doors.

WRITE
—for our new and special CANNON
BALL proposition. It means money
to YOU!

HUNT, HELM, FERRIS & CO.

Main Office and Factory 15 Hunt Street, Harvard, Ill.
Eastern Branch, Industrial Building, Albany, N. Y.

PACIFIC COAST DISTRIBUTORS

Pacific Hdwe. & Steel Co., San Francisco, Cal.
Dunham, Carrigan & Hayden Co., San Francisco, Cal.
Honeyman Hardware Co., Portland, Ore.
Failing-McCalman Co., Portland, Ore.
Seattle Hardware Co., Seattle, Wash.

Schwabacher Hardware Co., Seattle, Wash.
Morse Hardware Co., Bellingham, Wash.
Holley-Mason Hdwe. Co., Spokane, Wash.
Jensen, King, Byrd Co., Spokane, Wash.



In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you got them working together.

One sells Braces, another sells Chisels, a third sells Pruning Shears, while the others are selling Pliers, Snips and Screw Drivers. They all **SELL**.

And while each one is selling its particular specialty, all together they are selling **PEXTO**. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn.

Cleveland, O.

Address correspondence to 207 W. Center St., Southington, Conn.

PEXTO

MECHANICS' HAND TOOLS

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY

San Francisco, California

WATERHOUSE & LESTER COMPANY

San Francisco, California

PERCIVAL IRON COMPANY

Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY

Portland, Oregon

J. E. HASELTINE COMPANY

Portland, Oregon

WEST COAST WAGON COMPANY

Tacoma, Washington

GRAY BROTHERS

Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY

Spokane, Washington

SCOVEL IRON STORE COMPANY

San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY

San Francisco, California

SPOTSWOOD-HELPER COMPANY

San Francisco, California

NORTHROP HARDWARE COMPANY

Boise, Idaho

SALT LAKE HARDWARE COMPANY

Salt Lake City, Utah

GEO. A. LOWE COMPANY

Ogden, Utah

WATERHOUSE & LESTER COMPANY

Los Angeles, California

INLAND IRON COMPANY

Fresno, California

SCHAW-BATCHER COMPANY

Sacramento, California

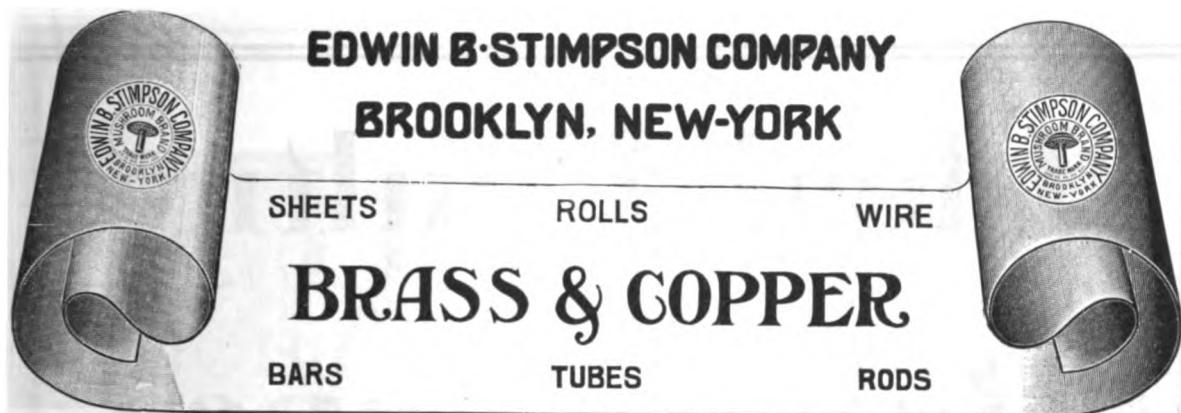
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

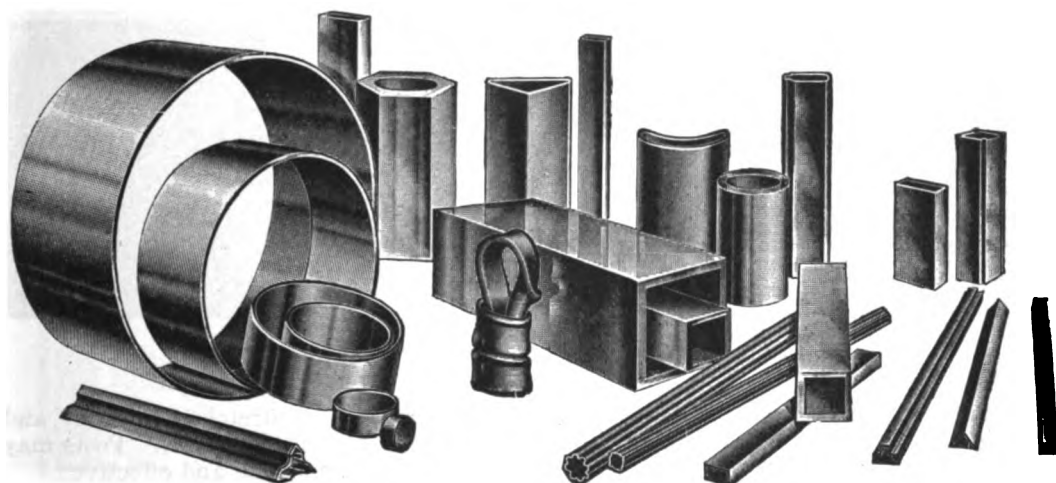
Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

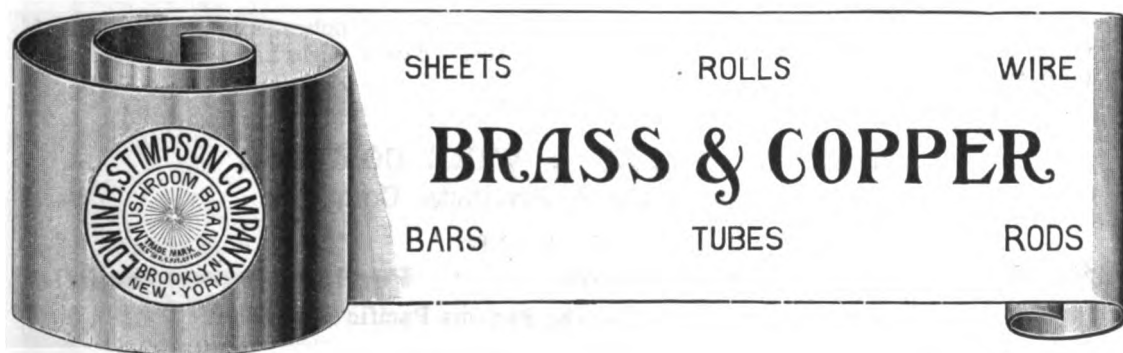
JOLIET, ILL., POUGHKEEPSIE, NEW YORK



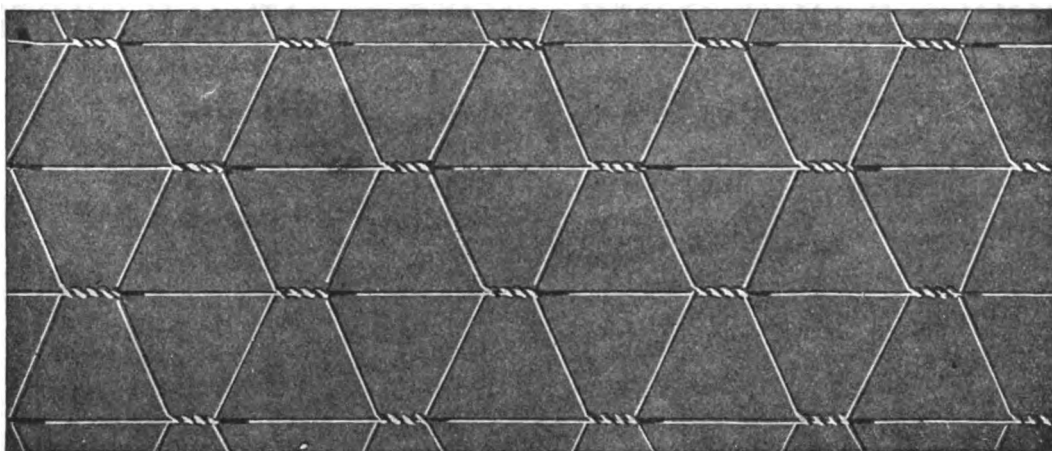
Sheets, Rods, Bars, Wire—in All Metals
Brass Angles and Channels



Brass and Copper in Sheet and Roll
Rolls, Tubing, Rods, Bars
Brass, Copper and Silver Wire



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY

United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

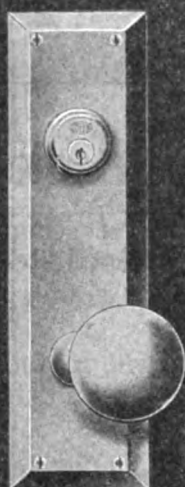
Portland

Seattle

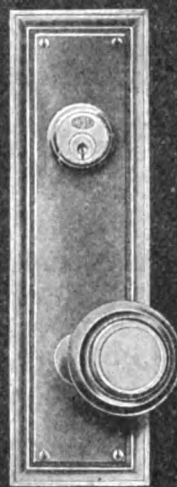
Awarded the Grand Prize at the Panama-Pacific Exposition.



NAVARRA



OAKLAND



ATLAS



STOCKTON



STOCKTON



QUALITY COUNTS

In the design, the finish, the dependable mechanism and the artistic effect of Corbin hardware. It marks the owner as a person of good taste and refinement, and indicates the thoroughness in attention to detail that distinguishes a well built structure. Send for hints to home builders.

P. & F. CORBIN

The American Hardware Corporation Successor
NEW BRITAIN, CONN.

NEW YORK

CHICAGO

PHILADELPHIA

GOODELL-PRATT

1500 GOOD TOOLS

He Will Come Back for More Tools

A dealer on the Coast recently wrote us "There is satisfaction in selling Goodell-Pratt goods, whether to friend or stranger, as he comes back for more tools, but never to complain."

The Goodell-Pratt line includes more than 1500 Good Tools; tools for all trades, and there is good old-fashioned honesty in every one.

More dealers are making their store the local headquarters for Goodell-Pratt Tools. They are taking advantage of the extensiveness and quality of the line and making use of the effectiveness of Goodell-Pratt advertising.



Goodell-Pratt Company



Toolsmiths
Greenfield, Mass.
U. S. A.



What the Smoke Test Reveals!

Experts everywhere condemn substitutes for sanitary plumbing. A prominent Plumbing Authority who has devoted many years to the study of house drainage problems and has made thousands of tests with a smoke machine, once said: "Where tile (vitrified) pipes have been used for the house drain, without exception they will be found to leak at most of their joints."

| | | |
|-------------------------------------|-------|-------------------|
| Central Foundry Co. | ..... | New York, N. Y. |
| Charlotte Pipe & Foundry Co. | ..... | Charlotte, N. C. |
| Coosa Pipe & Foundry Co. | ..... | Birmingham, Ala. |
| Crown Pipe & Foundry Co. | ..... | Jackson, Ohio |
| Gadsden Pipe Co. | ..... | Gadsden, Ala. |
| Haines, Jones & Osbury Co. | ..... | Philadelphia, Pa. |
| Johnson Co., J. D. | ..... | New York, N. Y. |
| Krupp Foundry Co. | ..... | Lansdale, Pa. |
| Medina Foundry Co. | ..... | Medina, N. Y. |
| National Foundry Co. of N. Y., Inc. | ..... | Brooklyn, N. Y. |
| National Pipe & Foundry Co. | ..... | Attalla, Ala. |
| Reading Foundry & Supply Co. | ..... | Reading, Pa. |

| | |
|-----------------------------|---------------------|
| Salem Brass & Iron Mfg. Co. | Salem, N. J. |
| Sanitary Cc. of America | Linfield, Pa. |
| Somerville Iron Works | New York, N. Y. |
| Standard Foundry Co. | Anniston, Ala. |
| Superior Mfg. Co. | Bessemer, Ala. |
| Union Foundry Co. | Anniston, Ala. |
| Weiskittel & Son Co., A. | Baltimore, Md. |
| Wetter Mfg. Co., H. | Memphis, Tenn. |
| Abendroth Brothers | Port Chester, N. Y. |
| Alabama Pipe & Foundry Co. | Anniston, Ala. |
| American Foundry & Pipe Co. | Penns Sta., Pa. |
| Anniston Foundry Co. | Anniston, Ala. |
| Bessemer Soil Pipe Co. | Bessemer, Ala. |
| Campbell Mfg. Co. | Gadsden, Ala. |
| Casey-Hedges Co., The | Chattanooga, Tenn. |

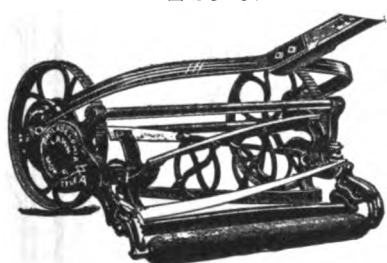
Illustrated literature will be sent on request by any or all of the above independent and competing makers of Cast Iron Soil Pipe and Fittings



GENUINE "PHILADELPHIA" LAWN MOWERS

HAVE

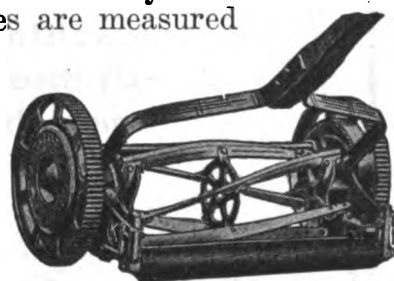
Vanadium Crucible Steel Blades
The Master Alloy and Toughest Steel Known
Originators of the First Side Wheel Lawn Mower in 1869
Nearly a half century doing ONE THING WELL
Bearings bored with rifle barrel accuracy
The standard by which other makes are measured



Styles Graham and "A" All Steel
Practically Indestructible

Nearly a
Half Century
Manufacturing
Highest Grade

Mowers
Exclusively



Style "K"—Five Blades, Plain or
Roller Bearings

A Style and Size for Every Purpose

22 Styles Hand Mowers
6 Styles Horse Mowers
3 Styles Motor Mowers



Improved "Eagle" Flexible Frame
The Most Complete and Perfect Motor Mower
Made; Sizes 30-in., 40-in.

Catalog
on
Request



Improved "Eagle" Flexible Frame
The Most Complete and Perfect Horse Mower
Made; Sizes 30-in., 35-in., 40-in.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN, 508 Mission Street, San Francisco, California, San Francisco Sales Agents

Your Customers Will Prefer the *Best Advertised* Stumping Powder



Large space advertisements of Giant Farm Powders appear throughout the buying season in *all* of the 18 farm papers and in many of the large newspapers published in the Pacific Coast States. Every week these advertisements reach *more than 590,000* farmers and others who have stumps to blast, trees to plant, etc. No other explosive is advertised so heavily in *your* selling territory.

You can increase your sales by taking orders for

GIANT FARM POWDERS

STUMPING — AGRICULTURAL

We will help you by telling consumers to buy from you. We will also help you by furnishing instructive books on blasting for you to give to your trade, by sending you store signs, fence signs, etc., and by supplying newspaper electrotypes.

You need not carry Giant Farm Powders in stock. We will arrange to have shipments made promptly from our nearest magazine.

Remember that Giant Farm Powders are the only genuine "Giant Powders" for agricultural use. They are made in the West especially to suit *Western* farm conditions. Farmers who have used them will have no other make, because Giant Farm Powders go further and do their work cheaper and better.

Get this book; it means more profits for you

Mail the coupon for our valuable big book, "Helping the Retailer Sell Giant Farm Powders." It tells the many

ways we will help you to build up a profitable business in Giant Farm Powders. No matter what explosives you are selling now, we will show you how you can benefit from Giant sales co-operation.

Tear out the coupon or write a letter now, before you turn the page.

The Giant Powder Co., Con., 227 First Natl. Bank Bldg., San Francisco, Cal.

Send us your book, "Helping the Retailer Sell Giant Farm Powders."

Firm Name _____


Address _____

A few of the 40 Giant advertisements now appearing in farm papers



Form 1204

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | Blue |
| Day Letter | Nite |
| Night Message | N.L. |



WESTERN UNION TELEGRAM

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | Blue |
| Day Letter | Nite |
| Night Message | N.L. |

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

NEWCOMB CARLTON, PRESIDENT GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

112 GRAND AVE. PORTLAND ORE

RECEIVED AT
FA44PO RU 10

ORANGE COVE CALIF 1155A NOV 20 1917

R M WADE AND CO 46
PORTLAND ORG

SHIP ONE WADE PORTABLE DRAG SAW BY EXPRESS AT ONCE

WRAITH AND SCORSUR
1232PM

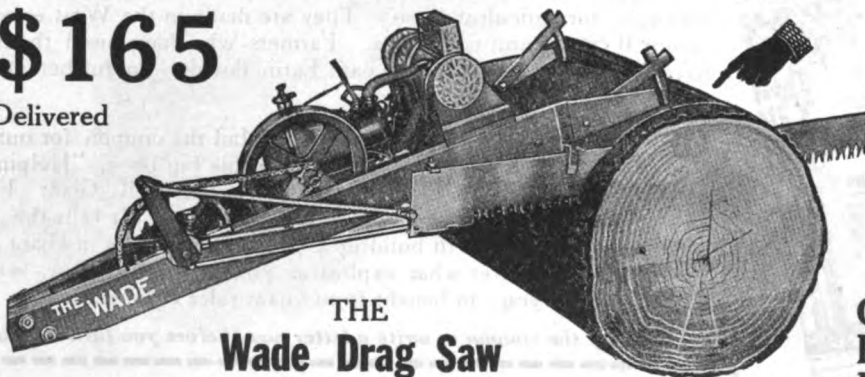
Wade

Retail Price

\$165

Delivered

Here's a Real Live Seller!



**THE
Wade Drag Saw**
Cuts Over 25 Cords a Day

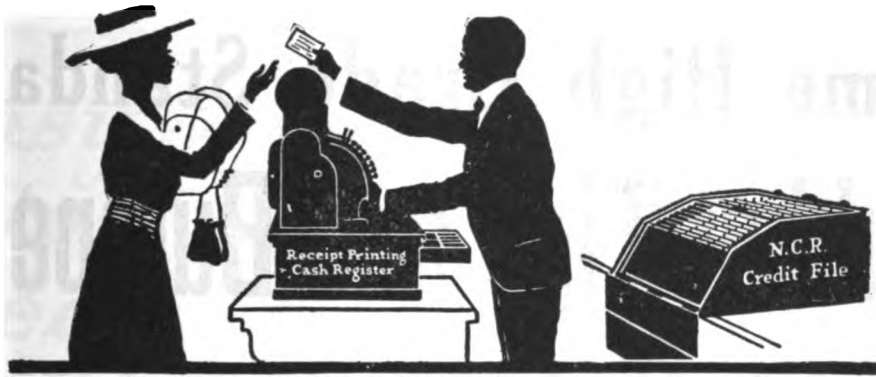
The Wade Saw is the liveliest possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

**Get Our
Dealer
Proposition**

Oldest and largest independent wholesalers of Farm Machinery in the Northwest

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.

52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines



Up-to-date System for Retail Stores

Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or day-book.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept. 137 National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name _____

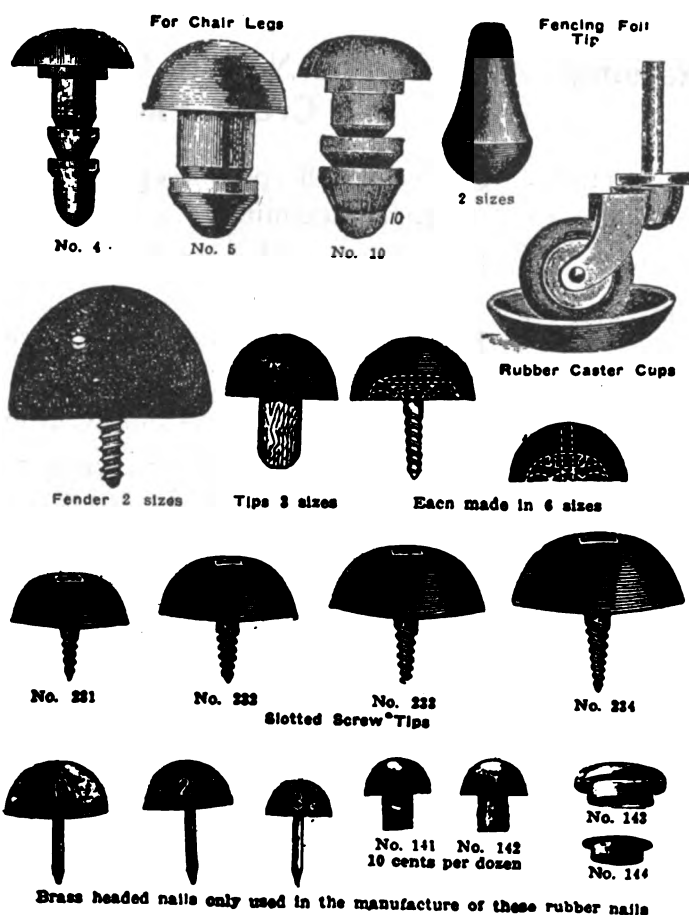
Business _____

Address _____

Cut out this coupon and mail it today

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

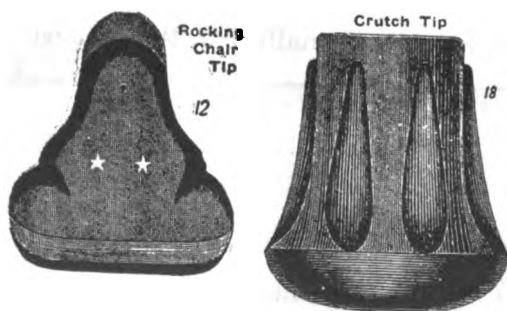


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.



THE ELASTIC TIP COMPANY

370 Atlantic Avenue.
Boston, Mass., U.S.A.

Easy to Keep Clean



E

VERY woman knows how easy it is to keep a linoleum kitchen floor clean simply by the use of the broom or mop each day. Its bright, smooth surface is wholly impervious to grease and liquids. A few minutes' attention, and the neat tile inlaid or print pattern is spick and span once more, a delight to the eye.

The progressive hardware merchant has learned how readily modern labor saving devices can be sold to women customers in his store. Armstrong's Linoleum has a logical place in your store among the other lines of household equipment you carry. Often a single sales suggestion is all that is necessary to sell linoleum to the woman who has wood floors in her kitchen or bath to contend with. If properly displayed linoleum may easily be made one of your really profitable lines.

The new 1918 Armstrong Pocket Size Pattern Book shows many patterns in pleasing colors and designs which are especially suitable for the kitchen or bath. This handy little book contains many helpful linoleum sales suggestions. It is sent free on request.

ARMSTRONG CORK COMPANY
Linoleum Department - - Lancaster, Pa.

Armstrong's Linoleum

Circle A Trade Mark

Reg. U.S. Pat. Off.

For Every Room



in the House

F-230

Genuine "Acme" Fry Pans and Spiders

Cost no more than imitation or inferior articles

But they Build Up Your Trade and Satisfy Your Customers

Insist on the

Genuine Acme

if you want ware of uniform and highest quality



*Examine
Samples of
This Ware
and prove it
for yourselves*



*Sold by all
First-Class Jobbers
throughout the West*

ORDER THROUGH THEM

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES

LOS ANGELES

RIALTO BLDG., SAN FRANCISCO, CAL.

PORTLAND

New York Stamping Company

BROOKLYN, NEW YORK

GOODS TO PUSH

UNIVERSAL

Food Choppers, Bread Makers Coffee Percolators

Food to-day costs money. We are all out to make this food go just as far as possible. Universal Food Choppers, Bread Makers and Percolators conserve food. We have spent thousands of dollars to impress this fact.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves you one-third on your coffee bill because every bit of flavor is extracted from each grain of coffee.

Realizing these facts, housewives everywhere are buying these goods. Put these articles where they can be seen and handled—it won't hurt them,—but will sell them.

Send for our new special
Window Trim and Sales Help

Landers, Frary & Clark, New Britain, Conn.



Bread Maker

Percolator

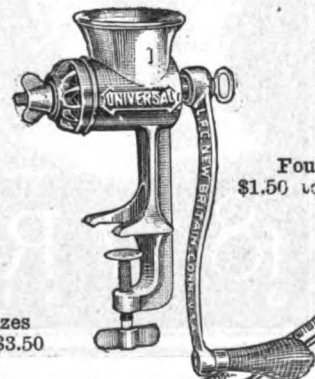
Food Chopper



Sizes
4 to 14 Cups
\$4.50 to \$6.00



Four Sizes
\$2.00 to \$3.50



Four Sizes
\$1.50 to \$2.00

LOOK FOR THIS TRADE MARK

UNIVERSAL

ON EACH PIECE OR LABEL

Tales Over the Tea Tables



IN the most intimate scenes of life silver-ware has a conspicuous place.

A complete silver service may be had with tea and coffee sets, Vegetable Dishes, etc., matching the spoons, knives and forks.



For the part played in the dramatic incidents of today, articles of 1847 Rogers Bros. Silverware are destined to become treasured and historic, just as have the heirlooms in this same brand of silver, hallowed by the touch of preceding generations.

1847 - Seventy Year Plate - 1917

Tea Spoons \$6.00 a dozen.
Other pieces in proportion.

Sold by leading dealers.
Send for Catalogue

INTERNATIONAL SILVER CO., MERIDEN, CONN.

NEW YORK CHICAGO SAN FRANCISCO Canadian Branch, MONTREAL, QUEBEC, OTTAWA, TORONTO



1847 ROGERS BROS.
SILVERWARE

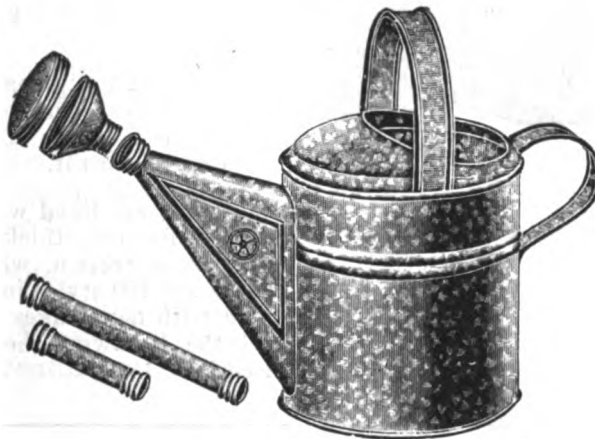
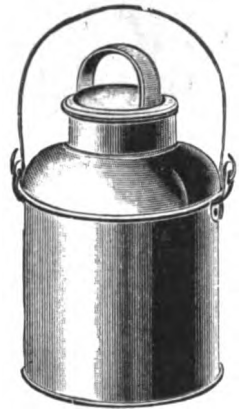
ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS

Just a FEW illustrations
of the MANY seasonable
items shown in our
Catalog



Trade Mark

Ask our nearest represen-
tative to call on you and
he will respond readily
and present you with our
Catalog No. 40

**Dairy Pails****Water Coolers****Strainer Pails****Water Cooler Stands****"Central" Watering Pots****Milk Kettles**

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

Represented in the state
of Texas by
C. V. MILLARD
San Antonio, Texas

Represented in the states of
Washington, Montana, Idaho,
Oregon, Colorado and Utah by
FRED A. LEE
1626 13th Avenue Seattle, Wash

THE CENTRAL STAMPING COMPANY, New York, N. Y.

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES;
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

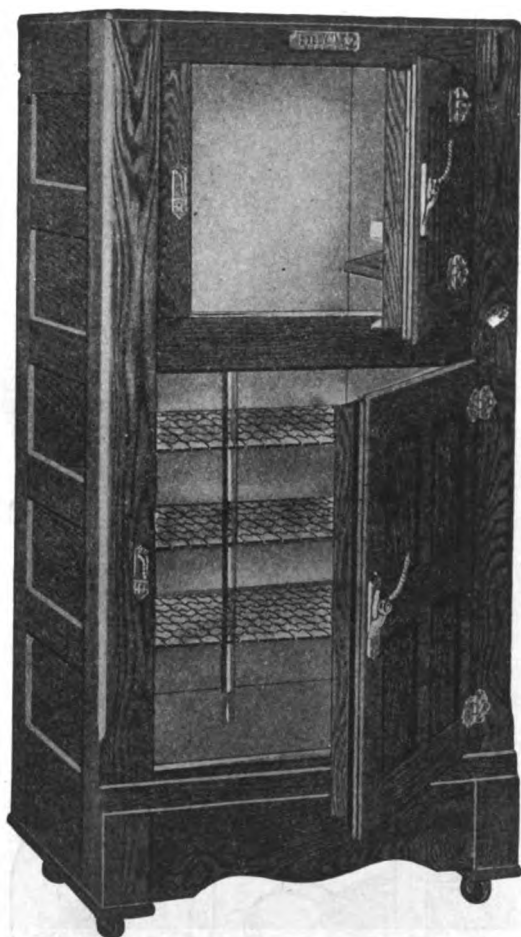
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

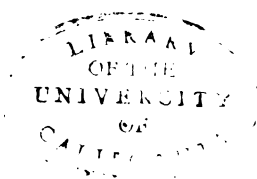


"The Box with the Steady Cold Wave"

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

BURLINGTON, VERMONT



Did you make this Mirro sale?

Some Mirro dealer did; and if the sale was made in your locality, the dealer might just as well have been you.

For Mirro Aluminum has jumped into immediate favor. Women everywhere have been quick to see the unusual and exclusive features of Mirro utility and durability.

Welded-on spouts, handles that won't burn, knobs that won't work loose, sure-grip handles that can be replaced without the need for sending the article away; such features as these, not forgetting the famous Mirro finish, make an appeal to the discriminating housewife that is simply irresistible.

Also, Mirro Aluminum is made by one of the world's largest concerns manufacturing fine aluminum ware. And this means something to you as a dealer desirous of giving full value and satisfaction to your customers.

We have an interesting sales proposition for you. Write for it today. With it we will send our complete Mirro catalogue. You will find a ready sale in Mirro Aluminum, helped by extensive advertising in the country's foremost magazines.

Aluminum Goods Manufacturing Co.
Manitowoc, Wisconsin, U. S. A.

Mirro Aluminum Also Reflects Good Storekeeping



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1915 Catalog just off the Press.

The Buckoyo Aluminum Company
WOOSTER, OHIO

VARIETY

is our strongest advertising point, because variety is the Jobbers' big talking feature, and the immense line of "UNIVERSAL" casters, are the most varied and comprehensive on the market. There is a "UNIVERSAL" caster to meet every dealer's demand, and several of our most popular styles are illustrated here. The "UNIVERSAL" Ball Bearing Metal Bed caster, made in 12 distinct sizes, and with wheels ranging from 1 1/16" to 2" in diameter, should be carried in stock by progressive jobbers. Can also be furnished in the "UNIVERSAL" Plain Horn and Non Ball Bearing patterns.



PATENTED MARCH 13, 1900.

The "UNIVERSAL" Ball Bearing Oblong Plate caster, has for years been the Hardware Jobbers' leader in his caster sales. Constructed throughout of high grade steel, with strong steel axles, and equipped with large size ball bearings, enabling the caster to revolve smoothly and easily. Made in six distinct sizes, wheels ranging from 1 1/16" to 1 7/8" in diameter, and packed in neat, durable boxes, properly labeled, containing six sets each.



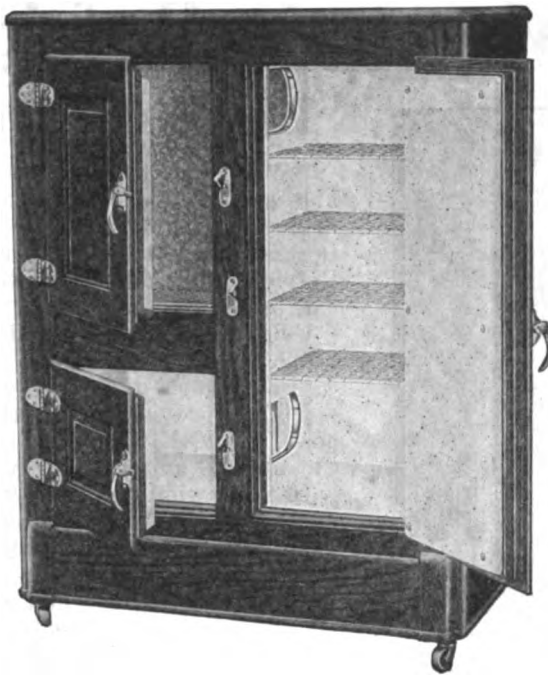
can be furnished in 7 distinct sizes. Samples and prices H. W., upon application.

"A product without a peer!" The "UNIVERSAL" Ball Bearing Grip Neck caster for the past twenty years has been recognized the standard grip neck caster on the market. Constant improvement in its construction, has without a doubt made this the most complete and highly perfected ball bearing grip-neck caster. Also made in the "UNIVERSAL" Non Ball Bearing and "UNIVERSAL" Plain Horn patterns, in various finishes, with 22 different kinds of wheels, and

THE BASSICK COMPANY
Universal Caster & Foundry Works
BRIDGEPORT, CONN.

Works at Newark, New Jersey

Pacific Coast Representative
MR. EUGENE O. SAUL
Monadnock Bldg., San Francisco, Cal.



Glacier Refrigerators

One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the front inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

It pays to sell the best and concentrate effort.

We also make a standardized line of White Enamel and Galvanized Lined Refrigerators.

You ought to have our 1918 catalog.

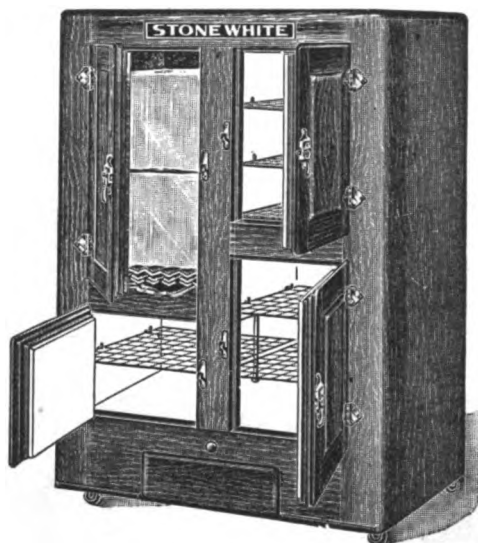
Gladly sent on application.

BAKER & HAMILTON, San Francisco, Cal.
WHOLESALE DISTRIBUTORS

Permanent Exhibit, Keeler Building, Grand Rapids

Northern Refrigerator Company
Grand Rapids, Michigan

White Mountain Refrigerators



"The Chest With the Chill in It"

"WHITE MOUNTAIN" Refrigerators enable you to offer your customers the result of over forty years' untiring effort in producing the most Sanitary, Economical and Durable Refrigerator that combined skill and science can build.

Cold, solid, massive indestructible walls of Solid Stone, cut from the Quarry, resplendent in rich lustre of snowy white, form the immaculate provision compartment of our famous "STONE WHITE," insuring Beauty, Cleanliness, and Durability.

In your window a row of "WHITE MOUNTAIN" Refrigerators, presenting a broadside of massive and beautiful solid ends—easily stamps your store as the Home of Quality in select and nationally advertised merchandise.

Send for beautiful 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

Serve Your Government, Your Customer and Yourself

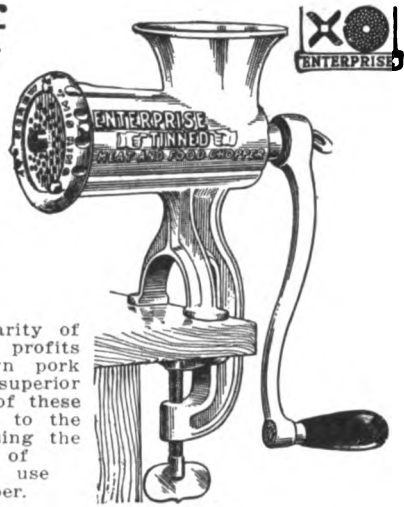


**"Enterprise" Sausage Stuffer
and Lard Press**

Constructed with absolute accuracy. Iron cylinder is bored true and won't jam or smash plate. Can be converted instantly into lard press. Made in 9 sizes and styles—2 to 8 quarts, japanned or tinned. 4-quart size, japanned, \$10.00

Every patriotic customer of yours is endeavoring to economize on food wherever possible. Farmers and housewives in your locality, through our advertising in women's magazines and farmers' publications, have been acquainted with the food-saving possibilities of the two "Enterprise" specialties here shown.

Impress on the farmer the popularity of home-made sausage, and the greater profits he can make by selling his own pork products. Remind him of the superior sausage and lard-making qualities of these "Enterprise" machines. Demonstrate to the housewife the saving effected by using the left-overs and cheaper cuts of meat, made possible by the use of the Meat-and-Food Chopper.



**You Can Depend on the "Enterprise"
Line to Meet all Competition and
Yield You a Substantial Profit.**

**THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.**

Meat-and-Food Chopper

Indispensable in sausage making. The chopper that really cuts. No tearing or squeezing of the meat. Keeps all the flavor in the meat. Works quickly. Easily taken apart and cleaned. No. 5 Family Size.....\$2.50
Large Size\$4.25

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

YOU MR. DEALER WANT

**Insurance that Protects You
Against Loss and at the same time
as Low as Insurance can Safely be written**

The Washington Hardware & Implement Dealer's Mutual Fire Insurance Association, of Spokane, Washington, is conducted by hardware and implement dealers for their sole benefit and protection

You Can't Afford to Experiment

with methods and plans and theories that may be considered all right today and tomorrow may change

Look at this Record of Premiums Returned by us:

Dividends paid: 1907, 25 per cent; 1908, 33 1-3 per cent; 1909, 33 1-3 per cent; 1910, 33 1-3 per cent; 1911, 33 1-3 per cent; 1912, 35 per cent; 1913, 35 per cent. Thirty-five per cent of premiums on policies expiring during the present year is to be returned to the policy holders.

Can give you a list of thousands of satisfied policy holders.

Insures Store Buildings, Stocks, Dwellings and Household Goods belonging to Hardware or Implement Dealers who are members of their State Association. ¶ Profits returned to Policy Holders in dividends selected Class of Risks. ¶ Equitable Adjustment and Prompt Payment of Claims

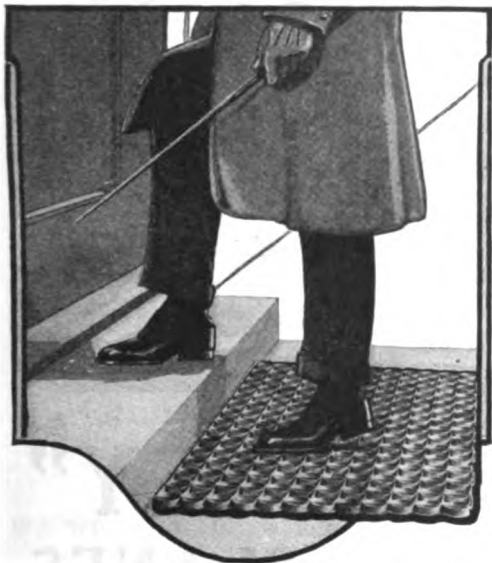
ADDRESS

E. E. LUCAS, Secretary

Hutton Building

Spokane, Washington

Keeps Floors Clean



MUD, snow and ice tracked indoors and ground into rugs and polished floors is as unsanitary as it is unsightly. Certainly any article that will catch this dirt and keep it outdoors will appeal to the housewife.

The McKINNEY Steel Door Mat

scrapes mud and snow-covered shoes clean—always. Most mats become so clogged with mud and dirt as to render them utterly useless in a very short time. By reason of the open mesh construction of the McKinney Steel Door Mat, dirt falls through to the porch floor where it can easily be swept away as accumulated. It possesses a neat appearance and will render satisfactory service for years.

We have prepared window and counter cards, display stands, electros, and folders to be furnished with dealer's imprint for counter use and distribution in letters and bills.

A small amount of effort now will bring big returns all winter long. May we send details of our co-operative plan? Write now.

McKINNEY MFG. CO.

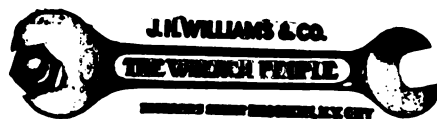
Makers of Hardware
PITTSBURGH

WE DON'T SIDESTEP

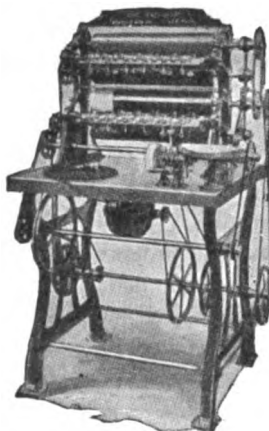
our obligation to advertise effectively to the consumers who need your stocks. It's not the easiest way nor does it produce the quickest or largest returns for the money expended, but it is the only effective way of bringing customers to your store and the only sure way of affording you the opportunity of rapid turnover.

By doing this and by maintaining an unequalled distribution within your reach we assure your satisfaction in handling Williams' "Grand Prize" Tools and minimize your expense of selling and your investment in stocks.

No competing tools afford you this opportunity in so great a measure.



A Paying Investment



A Hatfield Sharpening Machine starts right in making money for you as soon as installed and keeps it up day after day.

No machine made puts a more satisfactory edge on all makes of safety razor blades.

No machine does it so quickly and easily—no skill needed to operate it. With a

**HATFIELD
Complete
Sharpening
Machine**

you can soon build up a substantial business and make your store a "Money Making Sharpening Depot." Remember, this machine sharpens all makes of safety razor blades at the rate of 12 blades in 5 minutes—all at one time.

Also sharpens all household knives and cutlery. Send for our plan—it's a trade winner.

HYFIELD MFG. COMPANY

21 Walker Street,

New York City



Dependable

The word that should typify your store; the word you like to use about a man; the word you can use when selling **Simonds Hand, Hack, or Crescent Ground Cross-cut Saws**—Dependable.

Most attractive discounts offered Dealers and Jobbers.

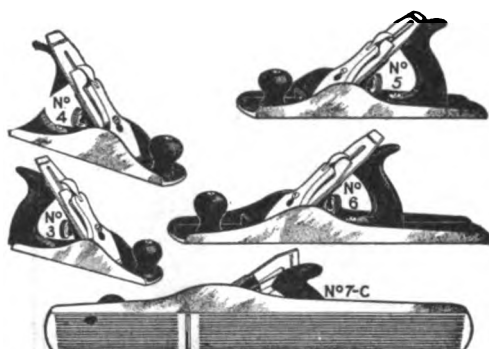
Simonds Mfg. Co.

"THE SAW MAKERS"

San Francisco, Cal.
Seattle, Wash.

Portland, Ore.
Vancouver, B. C.

Stanley Tools



"BAILEY" IRON PLANES

**THE STANDARD FOR MORE THAN
FIFTY YEARS**

Made by the most skilled Plane makers in the world.

The average Carpenter invariably demands a "**BAILEY**."

He learned his trade by their use as did his father before him. You never have to "carry over" a "**BAILEY**" **PLANE**. They are always in demand and constitute one of the most staple articles a Hardware Dealer stocks.

Improvements are constantly being made in their manufacture, tending to make them daily more popular and more sought after by discriminating Carpenters and Mechanics.

If you do not carry these Planes, arrange to do so at once. You will be surprised how your Plane sales will increase.

Manufactured by

**STANLEY RULE & LEVEL CO.,
NEW BRITAIN, CONN. U.S.A.**

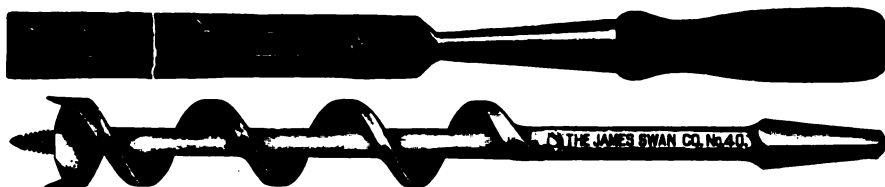
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California



First in Economy —
First in Convenience —

First in Architectural Beauty
of Entrance



Slidetite (Patented) Garage Door Hardware

Saves heat. Saves space. Saves damage. Doors can't sag. Can't bang in the wind. Can't jump the track. Slidetite Hardware gives an opportunity for use of distinctive garage doors. Takes away that barn door effect. Is adapted to any garage.

SELLS ITSELF

One installation in a community invariably leads to many others without further effort on the part of the dealer. Effectively advertised to prospective garage builders, contractors and architects throughout the United States and Canada.

Models, display signs, illustrations, booklets, circulars and electrotypes furnished dealers. Conveniently packed in strong wooden box.

Write for Booklet, "Distinctive Garage Door Equipment." Sent without obligation.



Richards-Wilcox Manufacturing Co.

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

AURORA, ILLINOIS, U.S.A.

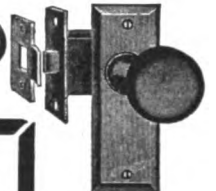
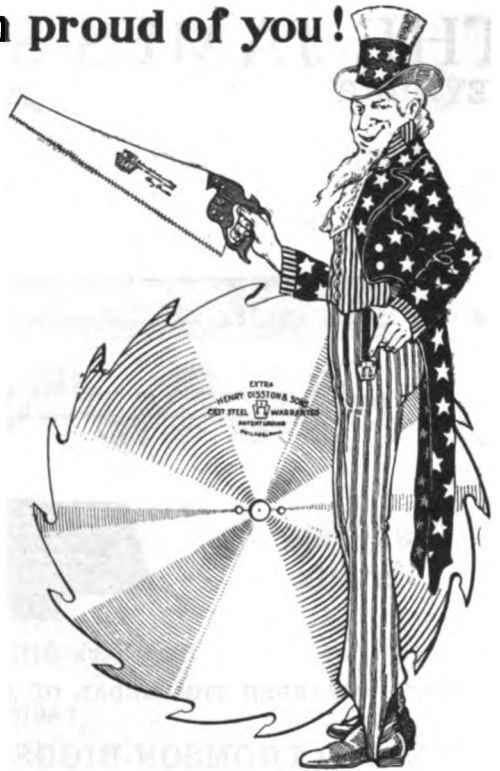
Richards-Wilcox Canadian Co. Ltd. London, Ont.
"A hanger for any door that slides"

PHILADELPHIA
PITTSBURGH
BOSTON
ST. LOUIS



I'm proud of you!

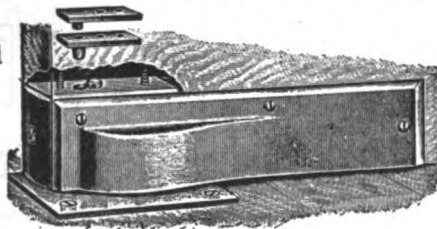
DISSTON SAWS
have done more to up-
build America and
America's reputation
than any other brand
of tools.



THE SHELBY "CHIEF"

The Well Known Surface Floor Hinge That Made the Shelby Line of Builders' Hardware Famous

Recognized
as the
World's
Best
Floor
HINGE

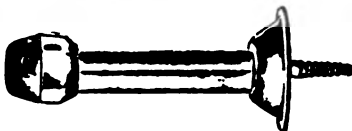


Made at
Shelby,
Ohio.
Sold
Every-
where

Get Catalog and Prices on our large line of Builders' Hardware and
we will get your business.

THE SHELBY SPRING HINGE CO., SHELBY, O.

Coast Representatives:
Pond Hdwe. Specialty Co., Los Angeles, Cal. D.L. Herman, Seattle, Wn.



PENNSYLVANIA

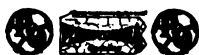
Quality
LAWN MOWERS

"PENNSYLVANIA" Quality
— Lawn Mowers ought to move even faster next season than ever before. Large advertisements will be run in the leading national magazines. They will contain the strong convincing arguments which will bring the trade to you.

We have also prepared our usual number of trade helps which will assist you greatly in getting the lawn mower business of your vicinity.

A booklet explaining the entire plan will be sent on request.

Every dealer, handling any of the "PENNSYLVANIA" Quality brands should have it.



This Trade Mark is on the Handles of

| | |
|-------------------------------------|----------------------|
| "Pennsylvania" | "Red Cloud" |
| "Pennsylvania, Jr." | "Bellevue" |
| "Pennsylvania Golf" | "Panama" |
| "Pennsylvania Putting Greens Mower" | "Delta" |
| "Continental" | "Electra" |
| "Great American" | "Pennsylvania Pony" |
| "B. B." | "Pennsylvania Horse" |
| "Shock Absorber" | "Pennsylvania Grand" |
| "Quaker City" | "Pennsylvania Trio" |

PENNSYLVANIA LAWN MOWER WORKS

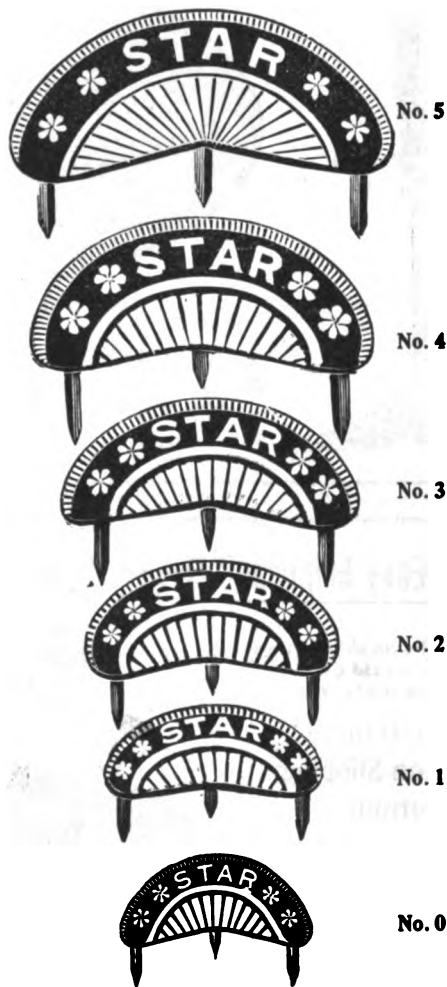
JOHN SPENCER SONS
FOUNDED 1877 PHILADELPHIA

MR. JOBBER YOUR CUSTOMERS

WANT

Star Heel Plates

BECAUSE THERE ARE NONE SO GOOD
AS STAR



Made in Seven Sizes—Nos. 0 to 6

SEND YOUR ORDER TODAY
They Sell and Sell and Sell

The Pioneer Brand

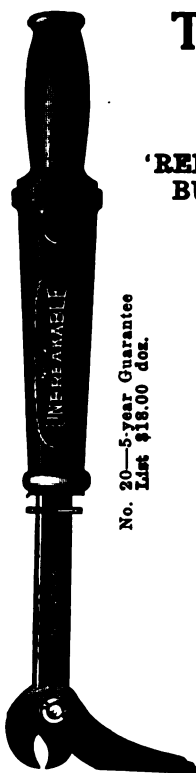
STAR HEEL PLATE CO.

LOUIS SACKS, Prop.

Hamburg Place, near Avenue L, Newark, N. J.

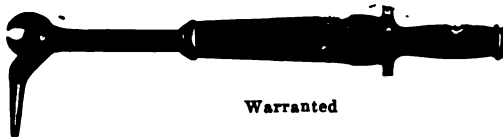
The Bridgeport Hdw. Mfg. Corp.

Bridgeport, Connecticut



No. 20—5-year Guarantee
List \$18.00 doz.

'RED BULL'



THE "HOOKER" BOX OPENER
Weight 15 oz., length 9 in.



No. 41 Polished Gun Metal, List..... \$7.20 doz.
No. 42 Polished and Nickel Plated, List..... \$9.00 doz.

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Calif.

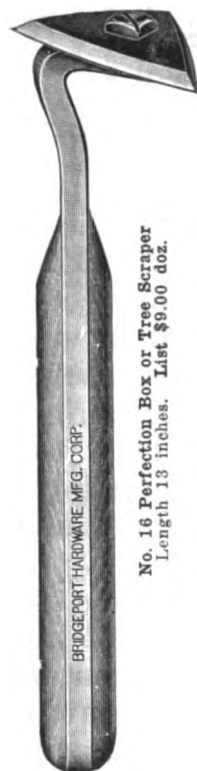
J. C. McCARTY & CO.
Eastern
Sales Agents
New York City, N. Y.

List
\$16.50
Dozen

UNBREAKABLE BOX SCRAPER
Knife Handle



No. 15 Length 12 1/2 in., Blade 2 in., List \$6.00 doz.



No. 16 Perfection Box or Tree Scraper
Length 13 inches. List \$9.00 doz.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

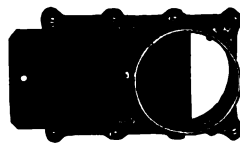
Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Failing-McCalman Co. The Schaw-Watcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co. Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdw. Co.

The Specialty Mfg. Co.
St. Paul, Minn., U. S. A.

BLAST GATES



We make these Blast Gates ourselves
of the best material obtainable and they
are absolutely the best and finest gate on
the market.

These gates are used for closing pipes,
supplying blast to furnaces, forges, boiler,
etc.; for use in exhaust or blast pipe
systems and various other ways.

Made in a large assortment of sizes.

Also steel and "Armco" ingot iron
locked seamed pipe in light and heavy
gauges.

Our prices are lowest—get them.

BERGER BROS. CO.
229 - 231 Arch Street, PHILADELPHIA

LEBANON

A Different Bit—A Bit Different



Note the
"Z" Twist
and Quick
Boring Spur

The Lebanon Bits are different—different in such practical, common-sense, value-making ways, that their differences strongly recommend them to experienced dealers and buyers.

They are designed in a different way. With the famous "Z" twist and keen-cutting edges, Lebanon Bits sever the wood like a sharp chisel and bring out the chips without heating.

Lebanon Bits bore from 40 to 60 per cent further with the same number of turns than any other bit on the market, and leave clean, chipless holes behind them.

Dealers and jobbers will find the Lebanon bit, backed by strong sales policy, an exceedingly attractive proposition. Write

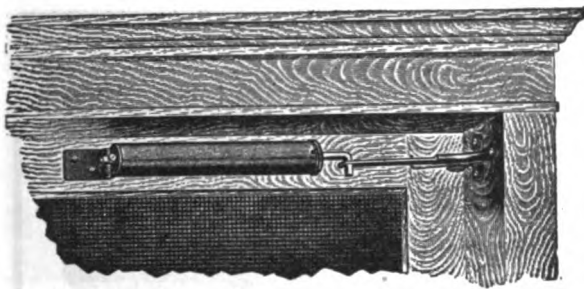
The Lebanon Machine Company
Lebanon, New Hampshire

San Francisco:
**DUNHAM, OARRIGAN &
HAYDEN CO.**



Salt Lake City:
B. O. COFFIN CO.
303 Atlas Bldg.

SUPERIOR Screen Door Check



MADE BY

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

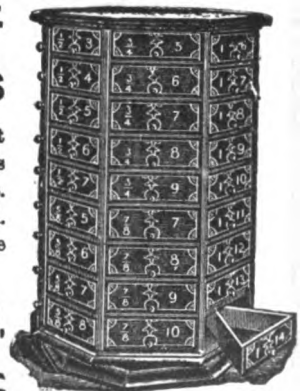
SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.

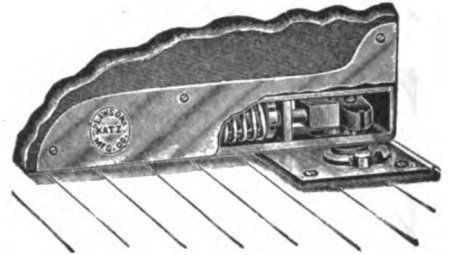




Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

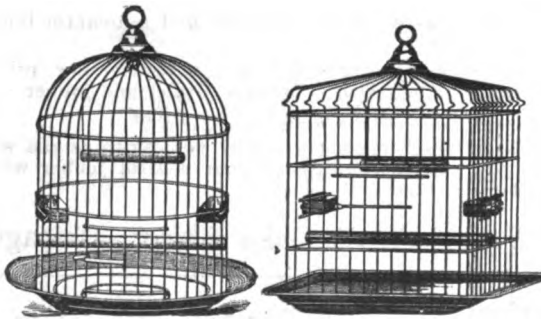
Enquire of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York 'Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon





"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

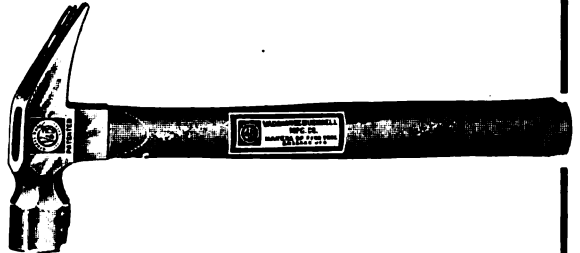
Established 1863



No. 999 Tradesman's Hammer

Patented Oct. 9, 1917.

ANOTHER ADDITION TO THE
"COMPLETE HAMMER LINE"



For Steam Fitters, Plumbers, Electricians, Millwrights, Cement Workers and heavy Carpenter Work. Two Hammers in one—Machinists' and Ripping. The ideal hammer for the portable tool chest. Weight where weight counts. Ask your jobber to quote you.

Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

Makers of Fine Tools

2114 CARROLL AVENUE - CHICAGO, ILL.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

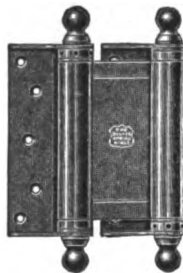
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & HEDSTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

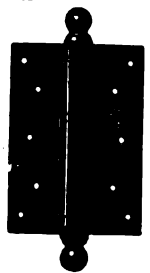
ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Clover Leaf Manila Rope

Nothing Better



Trade Mark

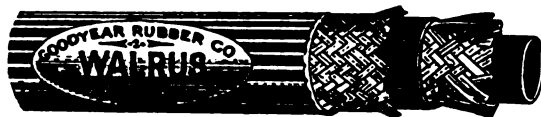
PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

**THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY**



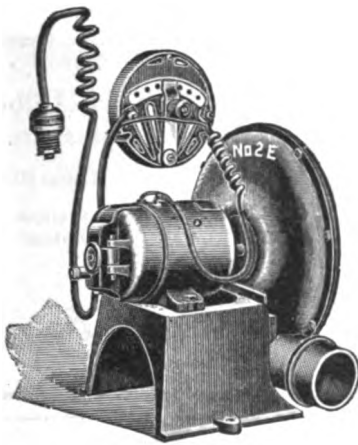
**INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST**

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY



No. 2-E Blower.

BUFFALO

Forges—Blowers—Drills

**Designed Right—Built Right
Strong—Durable—Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

Buffalo Forge Company, Buffalo, N. Y.

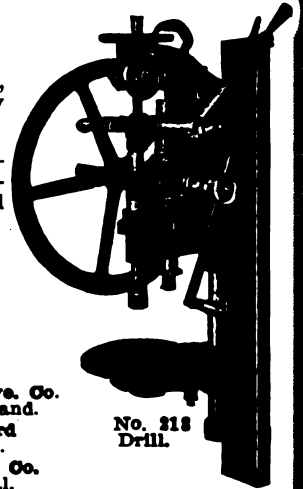
Western Representative,
Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

Some of our Western Distributors,

Baker & Hamilton
San Francisco, Cal.
Spotswood-Melfer Co.
San Francisco, Cal.
Whiton Hardware Co.
Seattle, Wash.

Geo. Trisch Mdw. Co.
Denver, Colo.
Harper & Reynolds
Los Angeles, Cal.
Smith-Moorth-Usher Co.
Los Angeles, Cal.

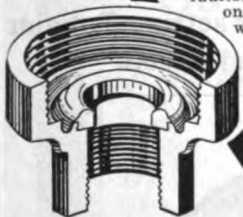
Marshall-Wells Mdw. Co.
Spokane and Portland.
Jensen-King-Byrd
Spokane, Wash.
Ducommun Mdw. Co.
Los Angeles, Cal.



No. 218 Drill.

A Better Pump for the Same Money

We are now equipping all the pumps shown in this advertisement with the biggest improvement brought out in Well Pumps in the last 10 years—Goulds Raised White Bronze Valve Seat. And in spite of this improvement we sell them at the same price as pumps with iron seats. Note the rounded surface as shown in the illustration. Foreign particles will roll off this Seat instead of lodging under the valve. We guarantee Goulds Raised White Bronze Seat not to chip, rust or corrode, and it is the only valve on the market free from these faults. For more than a year, we have furnished this White Bronze Valve Seat on two of our Set Length Well Pumps. The demand has been so great that we have equipped the entire line shown here with this Seat. Pick out the pumps adapted to your trade and order a stock now.



Goulds White Bronze Valve Seat guaranteed not to chip, rust or corrode

GOULDS PUMPS FOR EVERY SERVICE

include a complete line for: Farm Water Supply, Dairy Uses, Irrigation or Drainage, Handling Cider, Mechanical Milking Systems, Handling Gasoline for Garages, etc. Our Service Department will help your customer to select the right pump, and we guarantee it to properly perform the work for which recommended. It pays to do business with a concern that's backed by 69 years of making good.

Our book, "Pumps for Every Service," will help you to close many a sale. Send for it today.

The Goulds Mfg. Co.

Main Office & Works
Seneca Falls, N. Y.
Branches:
Boston New York
Philadelphia
Chicago Atlanta
Pittsburgh
Houston
D. L. HERMAN
214 Maritime Bldg
Seattle, Wash



Fig. 5454



Fig. 510

Fig. 1054
(Formerly Fig. 426)

Fig. 1018



Fig. 1025



Fig. 1113



Fig. 6024



Fig. 1261



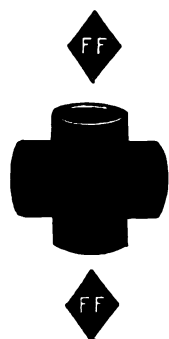
Fig. 134

Fig. 1053
(Formerly Fig. 426)

Fig. 512



Fig. 6124



QUALITY FITTINGS

SINCE 1856

Stanley G. Flagg & Co.
PHILADELPHIA

Pacific Coast
Agents

**W. H. Gilbert
Sales Co.**

918 Hearst Bldg.

San Francisco
California

Save Excessive Inland Freights
Frequent Shipments Via Canal Routes



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

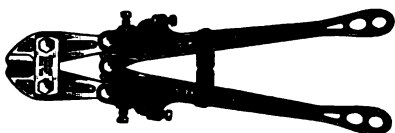
The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker — more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Taylor & Cox,
Ideal Bldg.,
Denver, Colorado.

Strimble & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



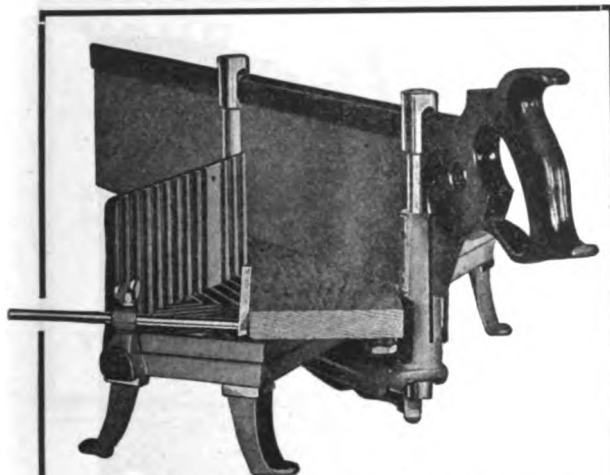
IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



The MARSH-AYER MITRE BOX is Recognized as the Best

WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

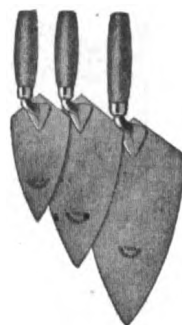
212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Taylor & Cox.....Denver, Colorado



5-10-25
50c



HARDWARE SPECIALTIES

— THAT SELL —

THE
"READING LINE"

Write Today for New
Catalogue

**THE READING SADDLE
& MFG. CO.**

Reading, Penna., U. S. A.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

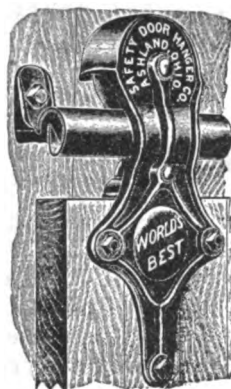
MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts



YOU ARE RIGHT IN
RECOMMENDING

"WORLD'S BEST"
IN NAME AND FACT

**World's Best
Tubular Track**
Barn, Factory
and
Warehouse
Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives



QUALITY

You will find it in the Heart
of Every **COLUMBIAN** *Product*
COLUMBIAN ROPE COMPANY
 Auburn, "The Cordage City," New York

QUALITY, plus SERVICE, equals SATISFACTION

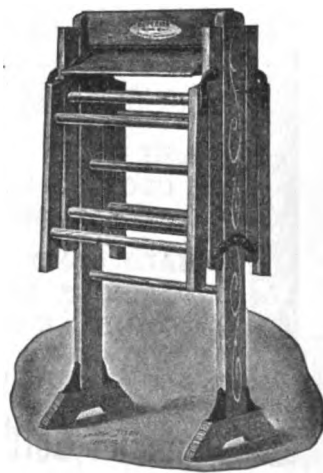


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,
 Hamilton, Ohio - U. S. A.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|--------------------|-----|-----|-----|-----|--------------------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13 $\frac{1}{4}$ " | 16" | 18" | 20" | 22" | 24 $\frac{1}{2}$ " |
| Weights, | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - **MASSILLON, OHIO**

Trade mark "Boomer" Registered—No. 58228



F. Dieckmann

Look for This Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes—Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

Are made of one piece of metal; have no seams.

All shoes have reinforced bands.

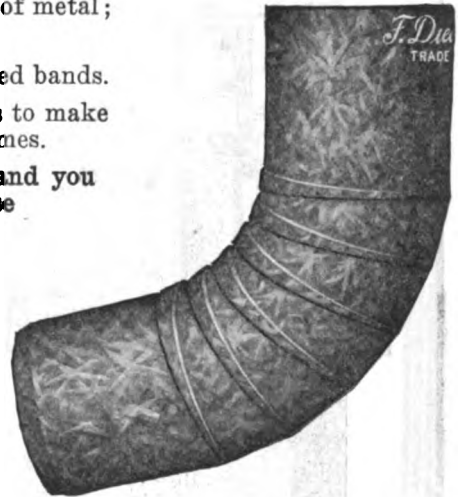
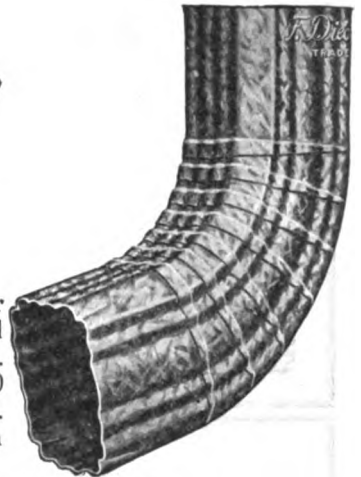
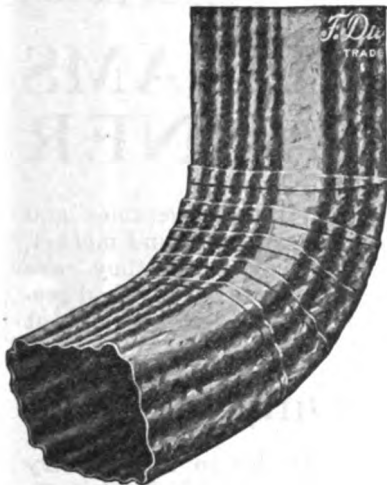
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and you troubles will cease

The Ferdinand Dieckmann Co.

P. O. Station B
CINCINNATI, OHIO

Western Representative
GRIFFITH SALES CO.
314 Sheldon Building
SAN FRANCISCO



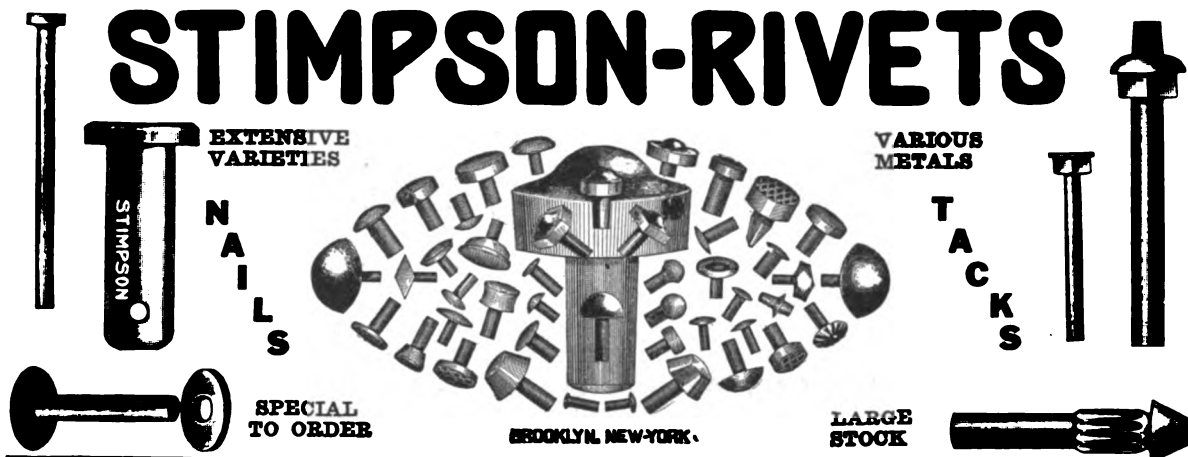
WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA



STIMPSON-RIVETS



GARDENS — GARDENS — GARDENS



Never—were there so many people engaged in Gardening.

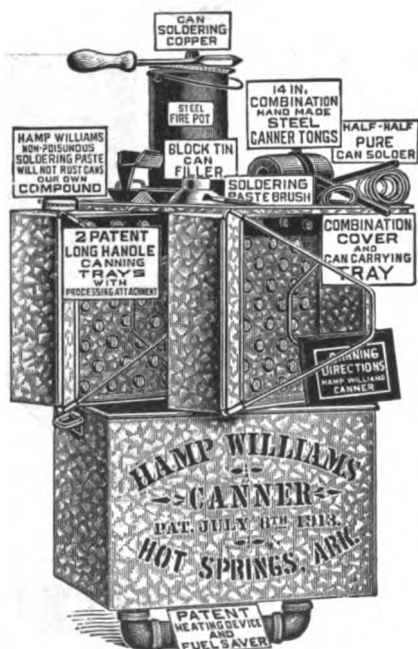
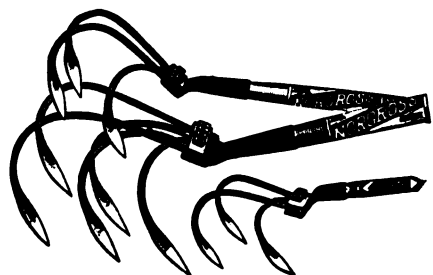
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

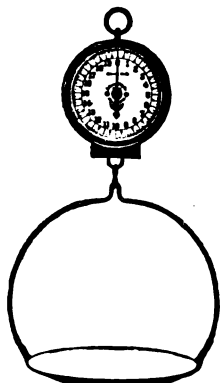
so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers HOT SPRINGS, ARKANSAS

PELOUZE New Hanging Scale



No. 101

MADE IN SEVERAL STYLES

Pelouze Manufacturing Co.
CHICAGO

Manufacturers of Family, Candy, Market, Dairy
Postal and Ice Scales

EWING-LEWIS CO.

Representatives

San Francisco

Los Angeles

Capacity
20 lbs. by oza.

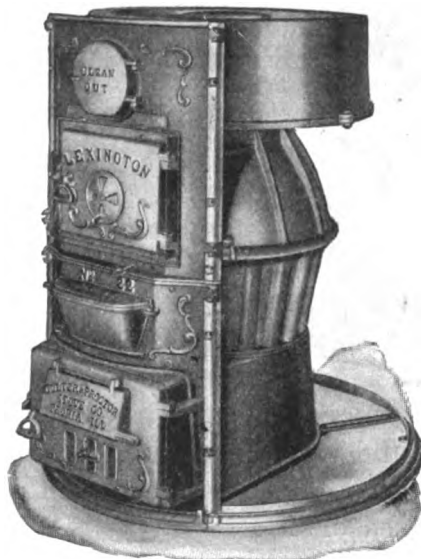
The Dial is
large and dis-
tinct - finished
with glass sash
and nickel plat-
ed rim.

Very sensitive
and accurate.
Approved by
the Department
of Weights and
Measures.

Everyone Installing Warm Air Furnaces Should Know

About the Practical and Exclusive Features Embodied in the
LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT
IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON?
WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a
consequence the Lexington proves a pleasant
surprise rather than a disappointment. Lexing-
ton dealers are enthusiastic. Lexington users
are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois

CORCO STOVE PIPE

REG-UG-767-077

is made from Even Colored, Polished, Planished or Galvanized
Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of
making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that
save a joint on every package. With paper wrapped or wood
crated pipe the outside joint is usually battered
and rusted when delivered and must be thrown
away.

Made like this

The Corco Stove Pipe
booklet, showing all
style locks, will be
mailed on request.

Corco Pipe, in the steel drum, comes to you
with the outside joint in the same good con-
dition as the inside sections. Makes handling
and storage easy. Can be used over again.

Whitaker-Glessner Company
WHEELING CORRUGATING DEPT.

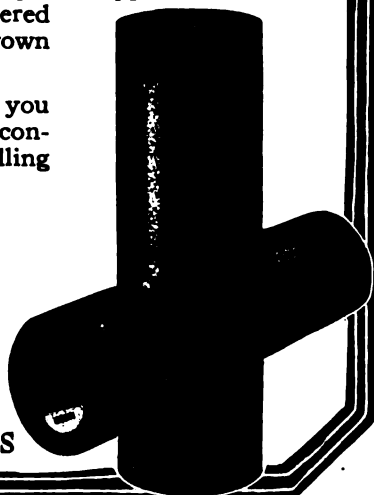
Wheeling, W. Va.

Branch Offices and Warehouses

New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this





Order Now Be Prepared

Either Pair a
Safe Choice



Each of the three,
LIGHTNING,
GEM or BLIZ-
ZARD, has served

the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! This
means easy net
profits for you.

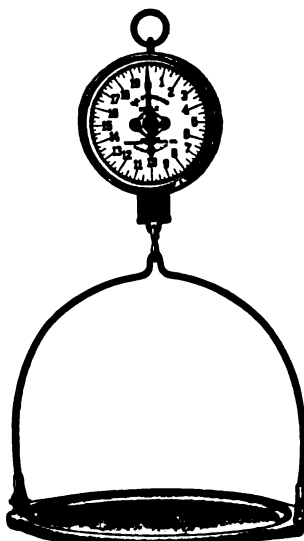
Any Jobber
Can Supply You

**NORTH BROS.
MFG. CO.**

Philadelphia
Pa.



Triner Universal Hanging Scale



The U. S. Govern-
ment purchased
45,000 for post of-
fice use. Adapted
for household and
general use. Needs
only to be dis-
played to make
sales.

No. 200-A. White
dial, covered with
glass, price each,
\$2.00.

No. 200-A-E. En-
ameled dial, price
each, \$2.75.

Write us for descriptive
matter. Order through
your jobber

TRINER SCALE & MFG. CO.

2714 W. 21st Street, Chicago, Ill.

W. F. HORN & CO.

Pacific Coast Representatives
Bialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more
heat than iron, bakes as hard as the casting itself,
and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in
colors for bedding slate and tile roofs and repairing
leaks in tin, metal, gravel and composition roofs. Es-
pecially adapted for pointing up around skylights and
fire walls.

CARBON CEMENT, the peer of all lightweight ce-
ments, is made up of long asbestos fibre, and elastic,
adhesive waterproof gums. The ideal cement for mak-
ing an old roof new, using the old roof as a founda-
tion.

T-CO is a waterproofing cement in colors, especially
recommended for use on side walls exposed to heavy
driving rains, preventing the water from permeating
these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1917

COLT FIREARMS



*"The Proven Best
by Government Test"*

On the battle-field—in the preservation of law and order—the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

Pacific Coast Representative
Phil. B. Bekeart Co.
San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

**Here's the Sprinkler that's
in Big Demand**



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

Auto-Wheel CONVERTIBLE Roadster

Patented
Nov. 7, 1916



You'll make many youngsters happy if you handle the Auto-Wheel Convertible Roadster. What's more, you'll be happy, too, for who isn't happy when selling is brisk and profits good?

The Auto-Wheel Convertible is two wagons in one—a Roadster and a Coaster. Every boy wants one immediately he knows of it, and our advertising in the country's leading magazines is telling millions of boys about this Auto-Wheel.

Take advantage of our advertising. Get the full facts about this wonderful wagon.

Write for catalog.

BUFFALO SLED COMPANY

Dept. A.
North Tonawanda, N. Y.
Factories: North Tonawanda, N. Y., and Preston, Ont., New York
Office: 108 Chambers St.
Pacific Coast Representatives: Pacific Sales Co., San Francisco.; D. L. Herman, 214 Maritime Bldg., Seattle.



Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

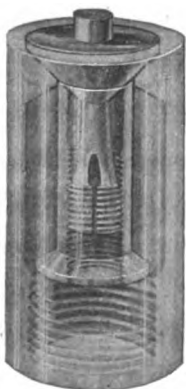
THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

Salt Lake City, Utah



Open

Keep the Shotguns Busy

How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week 1250 shells and targets would be sold.

It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shoot-

ing school at Atlantic City; introducing novel and instructive features in local, state and national events and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to put across the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership,—get more guns working. If there is no club organized,—write us. Let's get busy—mark X before "Trapshooting" and "Gun Club" and mail the coupon today to Sporting Powder Division.

E. I. du Pont de Nemours & Co., Wilmington, Delaware
POWDER MAKERS SINCE 1802



DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

We manufacture all grades of sliding casters



Metallic Bed Slides
Sizes: $\frac{1}{2}$, $\frac{3}{4}$, 1, 1 1/2, 1 3/4, 1 5/8, 1 3/4, 2 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
17 State Street New York

Wood Bed Slide

These wood bed slides made to fit $\frac{1}{2}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



BURNT IVORY BRAND Second Growth Hickory Handels

Special attention given orders for hand made Axe, Pick, Sledge and Hammer Handles.



IVORY HANDLE COMPANY,

Hope, Arkansas



**BEAUTIFY FURNITURE
PROTECT FLOORS and Floor**
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors

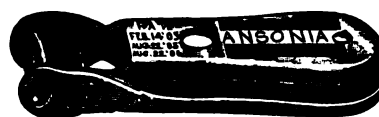
If your dealer has not supply you write us.

ONWARD MFG. CO.

Menasha, Wis.

Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.

Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS**UNIVERSAL RANGES****CONGRESS AUTO TIRES****GUNS, AMMUNITION, FISHING TACKLE****NEW HAVEN
JUNIOR
TATTOO**

With Radium Dial and Hands

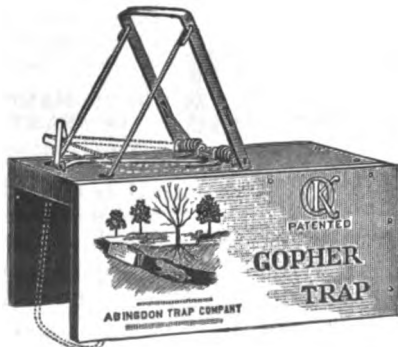
**The Popular One-day Intermittent
Alarm Clock**

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.

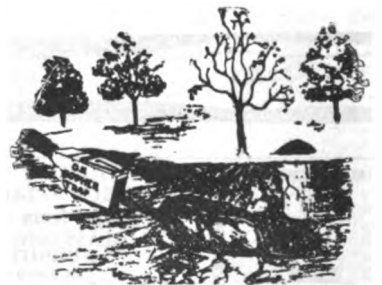


The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.150 Post Street
San Francisco, California**The****Schaw-Batcher Co.****SACRAMENTO, CAL.****WHOLESALE****HARDWARE****Pipe and Fittings****Cannon Steel****Ammunition****Sporting Goods****Blacksmith****Sargent & Co.****Builders' Hardware****Mill and Mining****Supplies****Supplies****EASY TO GET RID OF THE POCKET
GOPHER WITH THE****O. K. GOPHER TRAP****SURE TO CATCH & SURE TO HOLD**

Manufactured by

The Abingdon Trap Co.**ABINGDON, ILLINOIS, U. S. A.****FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST****THE TRAP THAT TAKES THE GO OUT OF GOPHER**

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W. 2

WedgeWOOD RANGES

Classic and Capital

MADE FROM



Resists Rust

WedgeWOOD

Agents have an ever increasing trade that Quality made:

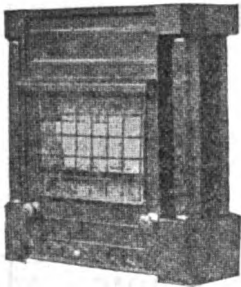
Join the Ranks—

First Step, Send for Catalog 36

Jas. Graham Manufacturing Co.

Largest Stove Makers in the West

San Francisco and Newark, California



Say Mr. Dealer

Did you know we manufacture Gas Heaters and Grates?

Why buy in the East, we can give you better service, a better heater and the profit will suit you.

We sure would like to have you ask us about our goods.

Minier Gas Heater Company

1028 Mission St.
So. Pasadena, Cal.

WHY NOT SEEDS

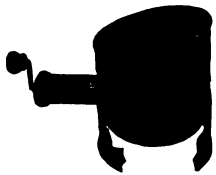
You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK

Household Goods and Kitchen Utensils

New Complete Stock

Glacier Refrigerators
One Piece, Porcelain Lined

Furniture City
Refrigerators. White Enamel Lined

White Mountain
Ice Cream Freezers

Gas Hot Plates
and Shelves

Bath Room Fittings

Paint and Varnish
Brushes

Household Brushes
All Kinds

Viko Aluminum Ware

Wagner Cast Iron Ware

Tin Ware

Japanned Ware

Hamlin and Russell
Wire Goods

Universal Electric
Percolators, Flat Irons
and Cooking Utensils

American Clothes
Wringers

Washing Machines

Hand Power
Vacuum Cleaners

Royal Steel
Enamel Ware

Wooden Ware, Chair
Seats. One of Our Specials

The Princess Electric
Iron. Full nickel finish. Guaranteed for 5 years. The price is low

*Write for Descriptive Matter on Anything in the House Furnishing Line.
Our Prices Will Interest You.*

BAKER & HAMILTON SAN FRANCISCO
CALIFORNIA



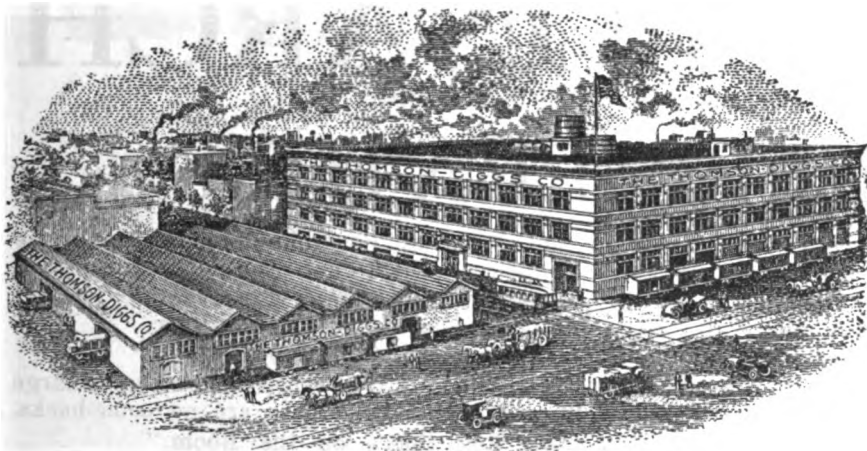
SUCCESS at the traps and in the field is so common a thing when the (P) Brand is used that expert sportsmen everywhere *insist* on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is *all right*.

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

Whiton Hardware Co.

Jobbers Peerless Fence



This is a Real Fence of Quality

Prices Quoted Upon Application.

No. 03726, 26-inch; stays 6 inches apart

No. 3726, 26-inch; stays 12 inches apart

No. 03832, 32-inch; stays 6 inches apart

No. 3832, 32-inch; stays 12 inches apart

No. 03939, 39-inch; stays 6 inches apart

No. 3939, 39-inch; stays 12 inches apart

No. 01047-13, 47-in.; stays 6 inches apart

No. 1047-13, 47-in.; stays 12 inches apart

PEERLESS POULTRY FENCE

No. 142514-Bar, 25-inch; stays 8 inches apart

No. 153615-Bar, 36-inch; stays 8 inches apart

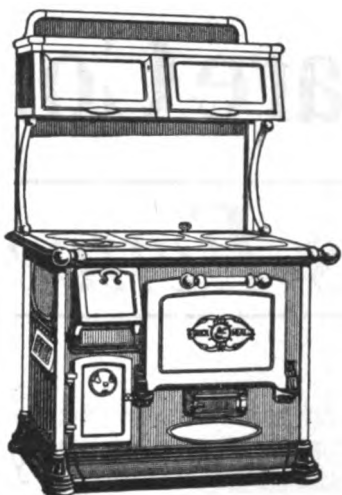
No. 184820-Bar, 48-inch; stays 8 inches apart

No. 206020-Bar, 60-inch; stays 8 inches apart

BUY A FENCE WHICH HAS

QUALITY and Gives Service

SEATTLE



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

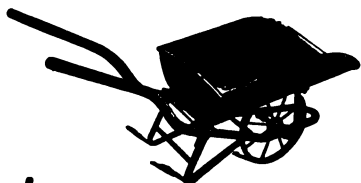
Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

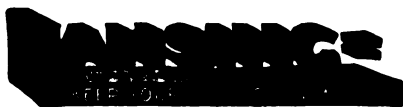
SAN FRANCISCO, CALIFORNIA



CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.

ARE YOU SUPPLYING
THEM? ASK FOR PRICES.

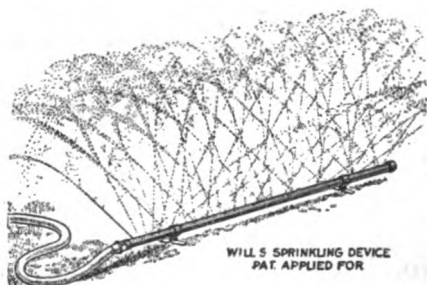
WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.

WILLS Scientific Sprinkler

FOR LAWNS AND GARDENS



Three Superior Qualities
Durability—Efficiency—Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standards—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

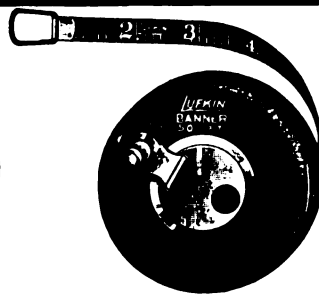
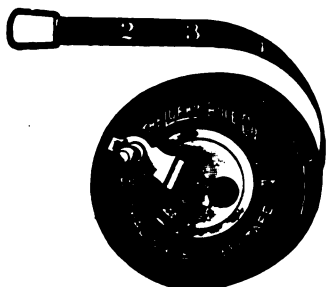
Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for.

Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER STREET, LOS ANGELES, CAL.

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a "**CHALLENGE**"

a "**RIVAL**"

and a "**BANNER**"

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a **GUARANTEE**
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
100 Lafayette St., N. Y.
Send for Catalogue

HAMMOND LUMBER COMPANY WHOLESALE HARDWARE WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils

ORONA for removing all discolorations and
O. M. C. ALUMISHINE for polishing burnished
surfaces.

One large manufacturer of aluminum states
that neither **ORONA** nor **ALUMISHINE** need be
purchased expressly for cleaning and polishing
aluminum. They are excellent for all other
metals, also enameled ware, tiling, furniture,
porcelain, glass, etc.

"Truly they are marvelous compounds for all
cleaning purposes."

For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.



WE WISH OUR MANY PATRONS
BOTH OLD AND NEW

A Happy New Year

AND THANK THEM FOR THEIR
VERY LIBERAL PATRONAGE
DURING THE PAST YEAR.

WE TRUST THAT THROUGH
STRICT ATTENTION TO BUSI-
NESS, WE MAY CONTINUE TO
MERIT THEIR CONFIDENCE
AND TRADE DURING THE
COMING YEAR.

Honeyman Hardware Company

NINTH AND HOYT STREETS
FOURTH AND ALDER STREETS

PORTLAND . . . OREGON

A Sanitary Tooth Brush Holder

Sells on Sight

HAS BOTH CAPACITY and STYLE



Stamped out of one
piece of sheet steel
and beautifully en-
ameled in gloss and
satin white.

A BATHROOM ORNAMENT

The attractiveness of
Holder catches the
eye of the customer
which makes it a
desirable article for

THE RETAIL DEALER

The sale of the Hold-
er has far exceeded
expectations; it is a
reliable "repeater."
The dealer's profit is
substantial.

**ORDERS BEING
FILLED PROMPTLY**
Do not fail to order
a few dozen at once.
Orders can be filled
by

BAKER & HAMILTON, Jobbers, San Francisco, Cal.

For illustrated circulars and full information address

E. J. CHUBBUCK CO., Dept. 5

Pacific Coast Distributors

731 Market Street . . . SAN FRANCISCO, CAL.

A. M. Holter Hard- ware Company

Established 1867

HELENA, MONTANA

=====

WHOLESALE

Hardware, Sporting Goods

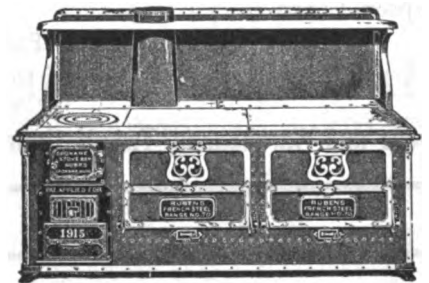
Ammunition

Blacksmiths' Supplies

Pipe and Fittings

=====

Mill and Mine Supplies



Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of
Eubens and Empire French Wrought
Steel Portable Ranges for Hotels
and Restaurants

Send us all your orders for Fire-
backs, Grates, Centers, Covers,
Waterfronts, Dampers, Knobs, Stove
Putty and Stove Polish.

Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

912-914 First Ave., Spokane, Washington
Phone Main 1790

Send for our order blanks



2 BROOMS IN 1

Give your customers greater value for same money. They can cut out the seams on the improved LEE as broom wears shorter and receive double service over the old style wire made broom.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO.

Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

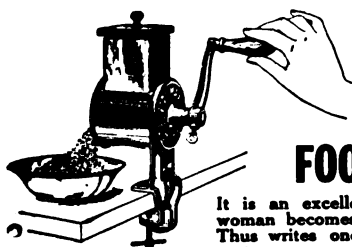
HARDWARE AGENTS WANTED



Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**



We find it easy to sell the

"Climax"

FOOD GRATER

It is an excellent article and every woman becomes infatuated with it.—Thus writes one of our enterprising customers.

HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schlichter Manufacturing Co.

HAMILTON, OHIO

Mason Tool Bag



We Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

EXCELSIOR BAG & MFG. CO., Inc.

TROY, N. Y.

Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL

Railway Car Mover

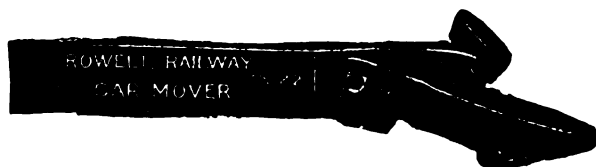
And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

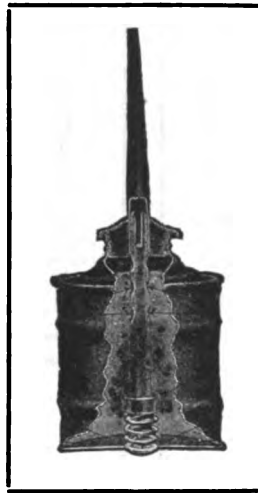
The Tritch Hardware Co.

Jobbers of Hardware

RECOMMEND

KING SPRING OILERS

*"The More
You Work the
Button"*



*"The Better it
Gets"*

Spout cannot lose off—held by spring.

Large openings for filling. Saves Oil.

Lithographed bright color—Will not
become lost.

Always deliver oil—Spring forces return
of bottom.

THE TRITCH HARDWARE CO.
JOBBER OF HARDWARE
Denver, Colo.

The Colorado Fuel and Iron Company

MANUFACTURERS OF

Wire Nails—Standard, Cement Coated, Brads and Miscellaneous Nails; Blued and Galvanized Nails; Wire Spikes.

Wire—Wire Rods, Plain Annealed, Galvanized, Liquor Finished, Bright Market; Hard, Soft and Extra Soft Nail Wire; Wire Straightened and Cut to Length; Double Annealed Baling Wire.

Staples—Bright and Galvanized Fence Staples, Poultry Netting Staples, and Special Staples of every description.

Bale Ties—Single Loop.

Woven Fencing—Field Fence, Hog and Cattle, Poultry and Rabbit, Light Poultry and Hexagon Mesh Poultry Netting; light, medium and heavy specifications.

Barb Wires—Painted and Galvanized, 2-point and 4-point, Hog and Cattle, in all patterns.

Steel Rails—Plain Splices and Angle Bars, Track Bolts and Track Spikes.

Bar Iron and Steel—Angles, Channels, Steel Shafting, R. E. Steel and Iron Tire, Toe Calk, Plow, Lay, Sleigh Shoe, Rough Lock, Mild and Machinery Steel, Screen Bars, Twisted Bars for Reinforcing Concrete.

Cast Iron Water and Gas Pipe and Specials for Same.

General Offices:
BOSTON BUILDING, DENVER, COLORADO

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

*We are
Headquarters
for*

Asbestos

-Paper
-Roll Mill Board
-Sheet Mill Board



WE HAVE just been appointed Pacific Coast agents for one of the largest manufacturers of Asbestos in the United States.

We will carry in stock at all times a complete assortment of sizes and weights in Asbestos Paper, Asbestos Roll Mill Board, and Asbestos Sheet Mill Board.

Write for Quotations

Samples and full information gladly furnished on request.

PIONEER PAPER CO.

Manufacturers of the famous
PIONEER ROOFING & PIONEER BUILDING FELT

**Hearst Building
San Francisco**

**247-251 S. Los Angeles Street
Los Angeles**

WONDER Butter Merger

**Most Phenomenal Seller of Any
\$1.00 Article in the Hardware World**

Makes a Solid 2-lb. Roll out of
1 lb. Butter and 1 Pint Milk in
one minute.

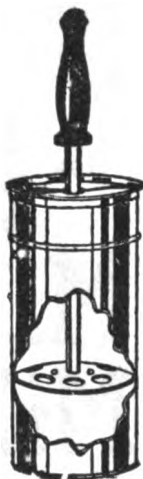
And the Merged Butter is just
as sweet, firm and delicious as
the original.

This article has endorsement
from United States Government
Bureaus of Agriculture as well as
Civic and State departments.

*Live Dealers, Jobbers and Exporters
Everywhere Write Us for Quotations*

**NATIONAL KITCHEN
PRODUCTS CO.**

589 Howard Street
SAN FRANCISCO, U. S. A.



GILSON GARDEN TOOLS
Quick Sales—Liberal Profits

5 Point Scratch Weeder

GILSON GARDEN TOOLS—Quick Sales—Liberal Profits.—Liberty Adjustable Cultivator-Weeder is an implement of double efficiency which cuts the weeds and cultivates at the same time. The malleable teeth of special design make this possible. Our Scratch Weeder are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning, and will not clog. Ask your jobber. If he can't furnish information, write us.

J. E. GILSON CO., Port Washington, Wis.

**Retails for
\$1.00**

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company
263-L. W. Hellman Bldg., Los Angeles, Cal.
(Factory: San Francisco)



Live Jobbers

Already realize the opportunities awaiting them in the fast-growing demand for fly traps. Investigate the merits of the

Avis Sanitary Fly Trap

Before you place your order. We can give you a lot of interesting facts about them, facts that mean dollars in your pocket.

Fly traps are no longer a luxury. They fill a need in every community.

Manufactured
By

A. B. Avis
Pomona, California

*Send for
Circulars*



INDURATED
FIBREWARE

"XXth CENTURY" Water Coolers

TWO LINES THAT ARE TRADE BUILDERS

The best in their class. They establish a sounder basis for growth and yield a bigger net than cheaper substitutes. Progressive Jobbers and Retailers realize the value of selling lines that bring repeat business and consumer good-will. Don't be content to sell second and third class products. These are more profitable today, tomorrow—all the time.

Take The "Fibrotta" Pails. There is the "Star" pail which is standard for household use and a favorite with all housewives.



The "Star" Pail

And there is the "Fibrotta" "Labeled" Fire Pail, made in several styles. Each bears a label testifying that it has been approved by the National Board of Underwriters. There is a big demand for them as an efficient, economical means of fire protection.

"Fibrotta" is made of wood pulp, molded under hydraulic pressure and without a seam. It is then treated by our special process which gives it a hard, smooth surface. It is impervious to moisture. It cannot rust, leak, swell or warp. Send for the "Fibrotta" Catalog today.

The "XXth Century" Water Cooler is as much superior to other water coolers as Fibrotta pails are to the ordinary wooden or metal pails. And there is a big field for them in business offices, theatres, hotels, hospitals, public buildings, etc.

The "XXth Century" is absolutely sanitary. No ice can possibly contaminate the water served from it, because the ice never touches the water. There is no danger of typhoid. There are no coils of pipe or awkward corners where dirt can lodge. It is very easy to keep them clean. They are economical in ice consumption because the "Fibrotta" ice container is a non-conductor of heat or cold. Warm air from outside cannot make the ice melt faster.

All these facts are selling points upon which the "XXth Century" has built up its acknowledged leadership. It is still building, and can build for YOU. Ask for our catalog today.



Style No. 560



CORDLEY & HAYES

COOLER & HEADQUARTERS

40 Leonard Street, New York City

BOSTON

SAN FRANCISCO

CHICAGO

TACOMA

DENVER



Also Manufacturers of
PARKER SASH CHAIN
PARKER SCREW ANCHORS
PARKER SHEET METAL SCREWS
PARKER DAMPER QUADRANTS

ARE THE **Fastest Selling Expansion Bolts---**

BECAUSE

"CAN'T
 TURN in
 the HOLE"

REVERSIBLY DIRECTED PROJECTIONS (see the cross section) prevent the Shield from turning in the hole—the great trouble with other Shields, therefore saves time and labor.

THREAD in
 PERFECT
 ALIGNMENT

STEEL SPRING-BAND holds both halves firmly together, and keeps the thread in perfect alignment. Yet expands freely.

FINE
 CASTINGS

PARKER EXPANSION SHIELDS are made of a superior quality of malleable iron—clean, high grade castings, which make for greater holding capacity.

PARKER SUPPLY CO.

Manufacturers

784 E. 135th St.

WRITE FOR THE PARKER PROPOSITION

New York

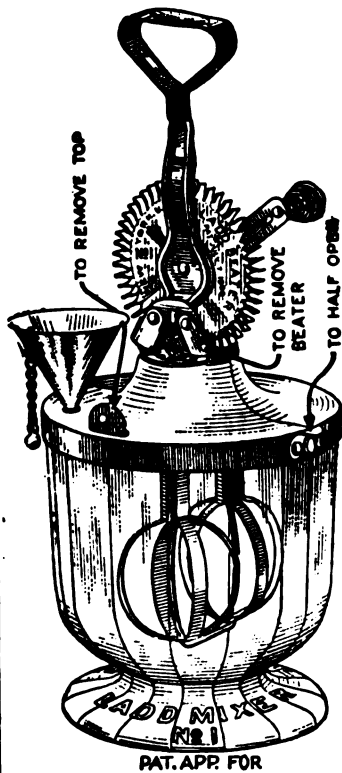


CLARK JEWEL Oil Stoves

Clark Jewel oil stoves give the highest standard of service. In construction they are very strong and rigid. The high efficiency burners save time and save oil. Many splendid features such as heavy glass tank with carrying bail, strong high shelf, porcelain enameled hoods, chimney raising device, pleasing Olive Green enamel finish and their excellent working qualities and fuel economy, make it easy for any dealer to convince his customer that the Clark Jewel is the best oil stove to buy.

GEORGE M. CLARK & COMPANY

Division American Stove Company
 CHICAGO



The Kitchen's Most Useful Utensil

FOR WAR-TIME ECONOMIES

Ladd Mixer Churns—3 in 1

1. A CHURN: makes butter of large or smallest amount of cream: left-over cream is saved. Turn slowly,—makes butter in 3 to 5 minutes.
2. A KITCHEN MIXER for general purposes, like light doughs, griddle cakes, mayonnaise, etc.
3. LADD ALL-STEEL, Nickel-plated, double BEATER (removable). Does work in half the time: results most unusual.

All 3 for price of one good Churn or Mixer. SEE THE SALES OPPORTUNITY: EVERY HOME should have one and will.

Two sizes, No. 1, 1 qt.—No. 2, 2 qts.

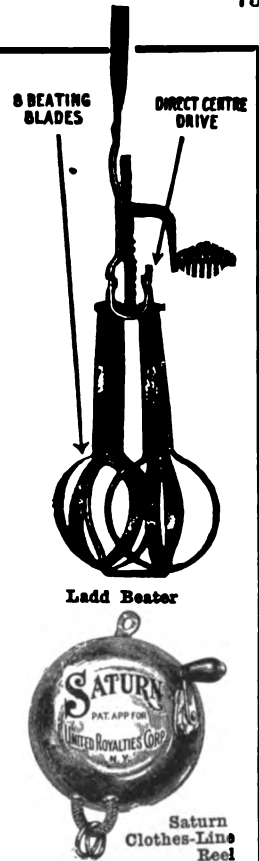
Most jobbers stock: if yours don't, write us direct, but by all means CARRY THESE STAPLE GOODS CONTINUOUSLY.

United Royalties Corporation

1133 BROADWAY, NEW YORK

Western Sales Representatives:

Omer Cox, Underwood Building, San Francisco
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Taylor & Cox, Ideal Building, Denver, Colorado



As you read this page think of the dead stock on your shelves, run over in your memory the unprofitable lines you have stocked in 1917.

1918 will be a profitable year to you if you stock the lines requiring a conservative investment and which will sell quickly, easily and carry a liberal margin of profit.

Confining your purchases to long-established products which have a rapid "turn-over" would be one of the big factors in making the new year profitable.

Chatillon Scales and Foster Bros. Cutlery

have been sold with profit by thousands of dealers throughout the world since 1835.

They represent the best that skilled labor and finest materials can produce. There is a generous margin for each dealer. They sell easily and quickly because of their recognized superior excellence.

The House of Chatillon stands high in the estimation of dealers. Fair treatment and liberal margin of profit have built good will for us.

Our line of Foster Brothers Cutlery has an equally enviable reputation. Both lines are complete.

Send for illustrated catalogue, prices, trade discounts, etc.

JOHN CHATILLON & SONS

85 CLIFF STREET

Established 1835

NEW YORK CITY

Announcing the addition of an

Electrical Department

Carrying a complete stock of

MATERIALS FOR THE INSTALLATION of HEAT, LIGHT AND POWER

With your next shipment
Include some of the following items:—

EVEREADY

DAYLO FLASHLIGHTS

MAZDA LAMPS OF ALL KINDS

HOT POINT AND UNIVERSAL COOKING AND
HEATING APPLIANCES

SWITCHES, LAMP SOCKETS, FUSES

WIRE AND CABLE

LAMP SHADES AND HOLDERS

VIBRATORS AND FANS

MOTORS

In fact everything Electrical
Can NOW be ordered from

Pacific Hardware & Steel Co.

SAN FRANCISCO, U. S. A.



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyrighted 1917 by the **HARDWARE WORLD**. All Rights Reserved.)

Volume **XIII**

JANUARY :: 1918

Number **1**

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|---|----------------|
| Inventory Yourself | 76 |
| What Does It Profit A Man..... | 78 |
| Stop the Strikes or Lose the War..... | 79 |
| Worrying About the Future..... | 80 |
| The Cordage Situation | 81 |
| The Open Shop | 81 |
| An Oklahoma Merchant's Challenge..... | 82 |
| American Manufacturer Imparts His Qualities to His Products— Wallace H. Rowe..... | 84-85 |
| Sizing Up a Customer..... | 86 |
| Another Method of Figuring Profits..... | 88 |
| What Policy Should Merchants Pursue—Suggestions from Manufacturers and Jobbers | 90-98 |
| Sales-MAN-Ship | 102 |
| Convention Season at Hand..... | 106-109 |
| How Not to Go to Prison for Exaggerated Statements..... | 113 |
| People Who Quote by Mail Must Stand by Figures..... | 114 |
| Increasing Products by Good Leadership..... | 117 |
| Little Talk About Advertising..... | 124 |
| Let Your Goods Talk..... | 128 |
| AUTO ACCESSORY DEPARTMENT..... | 122-155 |
| RETAIL SELLING PRICES..... | 177-189 |

INVENTORY YOURSELF

Pause now and in reflective mood look backward. This is the annual period for reflection. On the eve of the New Year take inventory of yourself.

Review past deeds and recognize omissions. Be optimistic of the future but realize that mistakes of the past must not be made in the future. Be content with present results but know that there is still room for improvement. Let this pause in your activities serve to recharge your store of energy, determination and hope. When you have minutely reviewed the past and carefully diagnosed the present look far ahead and see the gilded goal of your future endeavors.

Fortified by the results of this pause and reflection resolve sincerely and with firm faith to profit by past experiences, to do things, to build even greater temples of achievement in the future.

New Year is an inspiration. It naturally calls for pause and reflection which tend to stimulate latent energy, to revive dormant ambition, to instill renewed hope in our hearts.

Every man must feel the thrill of the New Year spirit. He must participate in the universal sentiment of good fellowship which permeates the atmosphere. He must be inoculated with the desire to take his place in the front rank of the great army of progressive builders and world-workers. To assure this result, to be inspired and stimulated, use the New Year to pause and reflect.

SPIRIT OF THE TRUE AMERICAN

We'll do our duty to our country, our flag and our fellowmen. We'll do all that is asked of us and a lot more. We know what is needed to conserve food, eliminate waste, curtail expense, promote production and win this war.

We know that every one of us is a mighty big cog in the great wheel of progress and that every time a cog slips the machinery slows up. We know the program of our government and we're strong for it.

We know that each of us plays an important part in the game and we'll do our best. There's not a slacker amongst us. We're clean-cut American business-men and we're proud of it.

We love our country above all else because it stands for right, equality and justice and fights for the freedom of mankind, integrity of our homes, recognition of God's laws.

We have faith in our leaders and we'll follow them without question and without doubt.

We'll fight where we must, sacrifice where we should, suffer where necessary, live to accomplish or die in the attempt.

We'll act, each according to our own dictates based upon our knowledge of our country's needs, but always with the one object, to do our bit.—Leon Hattenbach.

HEART-TO-HEART STUFF FOR THE BOSS

Don't keep an employe that is "putting in his time." Extract him and add the proper help ingredient that will give your business the life which it needs.

Maybe you have an employe who is a relative that is the big "stand around." Don't waste time, buy him a one-way ticket to somewhere. Get him out, because a few such "soldiers" will kill the business. They will delay your deliveries; they interfere with other employes and, altogether, they "discommode" the whole operation.

These obstacles are worse than antiquated machinery, but they also impede the progress of modern machinery to.

Many of the troubles of business men begin when employes do not use good judgment and if the "boss" doesn't find out quickly where the fault rests, he still continues to have trouble with his cost sheet.

To do business in a business way and make money you need a good bookkeeper, an executive foreman and wise forewoman, a working bunch of employes, a wide-awake shipping clerk, and a general manager with the ability to discern and the authority to correct all the weak points of your business, no matter where the ax drops.

THINK WHILE YOU WORK

Work with brain as well as brawn. Physical labor is most productive when directed by mental effort. Physical perfection is impossible except with mental co-operation. Physical labor is lifted to a plane of scientific accomplishment when the laborer uses his brain in connection with his work.

He should think while he works. He should know what his work means. He should study its relation of cause to effect. Work is the connecting link between aim and end, between desire and result. The laborer should not be a mere automaton in the process of evolution. He should be a virile factor in the process, both as an active agent in it and as a direct beneficiary of it.

Workers who think while they work are the ones who advance, who make their brains more valuable than their muscles. The difference between the man who rises from the ranks of hard work to the position of responsibility and the one who carries the physical burden all of his lifetime is the difference between the man who thinks as he works and the one who works automatically by the clock.

Nothing worth while is gained without hard work. Then isn't it natural that intelligent application will bring better returns than automatic submission to prescribed form? To accomplish big things, to secure adequate returns for effort expended, to share personally in accrued benefits we must work and think.

THOUGHTS

Do you know that your thoughts rule your life,
Be them pure or impure in the strife?
As you think, so you are;
And you make, or you mar your success in the
world,

By your thoughts.

Are your thoughts just and true every hour?
Then your life will attest with great power.
If it's love fills your heart,
Then all hate must depart;
You will find all success,

In your thoughts.

Are you kind in your thoughts toward all?

Then but kindness to you must befall,
As you sow, so you reap,
In a measure so deep,
Either pleasure or pain,

By your thoughts.

YOUR LAD, AND MY LAD

(By Randall Parrish)

Down toward the deep-blue water, marching to throb
of drum,
From city street and country lane the lines of khaki
come;
The rumbling guns, the sturdy tread, are full of grim
appeal,
While rays of western sunshine flash back from bur-
nished steel.
With eager eyes and cheeks aflame the serried ranks
advance;
And your dear lad, and my dear lad, are on their way
to France.

A sob clings choking in the throat, as file on file
sweep by,
Between those cheering multitudes, to where the great
ships lie;
The batteries halt, the columns wheel, to clear-toned
bugle-call,
With shoulders squared and faces front they stand a
khaki wall.
Tears shine on every watcher's cheek, love speaks in
every glance;
For your dear lad, and my dear lad, are on their way
to France.

Before them, through a mist of years, in soldier buff
or blue,
Brave comrades from a thousand fields watch now in
proud review;
The same old Flag, the same old Faith—the Freedom
of the World—
Spells Duty in those flapping folds above long ranks
unfurled.
Strong are the hearts which bear along Democracy's
advance,
As your dear lad, and my dear lad, go on their way
to France.

The word rings out; a million feet tramp forward on
the road,
Along that path of sacrifice o'er which their fathers
strode.
With eager eyes and cheeks aflame, with cheers on
smiling lips,
These fighting men of '17 move onward to their ships.
Nor even love may hold them back, or halt that stern
advance,
As your dear lad, and my dear lad, go on their way
to France.
—Chicago Tribune.

A LITTLE MORE AND A LITTLE LESS

A little more deed and a little less creed,
A little more giving and a little less greed;
A little more bearing other people's load,
A little more Godspeeds on the dusty road;
A little more Golden Rule in marts of trade,
A little more sunshine and a little less shade;
A little more respect for fathers and mothers,
A little less stepping on the toes of others;
A little more of love and a little less hate,
A little more of neighborly chat at the gate;
A little more of the helping hand by you and me,
A little less of this graveyard sentimentality;
A little more of flowers in the pathway of life,
A little less on coffins at the end of the strife.

—Stephen Abbott Northrop.

DON'T DO IT

If evil times befall you and misfortune sore
forestalls you, and it's hard for you to cipher
how or where you're coming out; if you've had
such measly pickings, and so many beastly
lickings, that you're tempted to let all your
faith and hope go up the spout, don't do it!
For you've not the slightest notion what a
mighty, boundless ocean of good luck awaits
the man who grits his teeth, and says: "I will!"
Keep your grip a little longer, go set your
heels a little stronger; doubting Fortune is to
wrong her—don't do it.

NEVER TOO LATE TO BEGIN AGAIN

It's never too late to begin again. While
there is life there is hope. Failure should be
an incentive toward further effort for success.

Only a quitter gives up. A man tries again.
In the very nature of things there must be
many failures before final success.

Success is usually the result of experience.
Experience is most valuable because of the dis-
covery of shortcomings and mistakes to which
failure is due.

To begin again means assurance of better
methods and the correction of former errors.
It is never too late to begin again; to try with
new courage; to work with confidence.

Age is no bar to successful effort. Age is
the ripe fruit of experience. Some of the
world's greatest works have been evolved by
aged men because such men were ever youthful
in spirit, never daunted or discouraged by fail-
ure, restless and active always, shining exam-
ples of the doctrine that it is never too late to
begin.

So it is a shame for a young man to quit, to
give up, to acknowledge defeat. Be not dis-
couraged; take up the slack in your belt;
double up your fist; strike straight from the
shoulder; stay in the game; there is victory in
sight. It is up to you and you can do it; Don't
forget that; you can do it! Now go to it; try
again; it's never too late.

What Doth It Profit a Man?

(Issued by the Conference Committee on National Preparedness.)

GERMANY is working, by every scheme that ingenuity can devise and money can put into operation, to make American workingmen traitors to their country in its hour of need.

What doth it profit a man if he sends his sons and brothers to the battlefields, and after he gets them there he betrays them to the enemy by stopping the industrial home work without which they can neither win nor escape?

The courses of nations—the lives of millions—are changed by very small events. Had the "Monitor" not been ready for the "Merrimac" exactly when she was, the Union fleet would have been rendered useless and the Civil War might have had a different ending. Had someone then succeeded in making serious trouble in a mine, a foundry, or a shop—had someone then succeeded in delaying transportation while the "Monitor" was under construction, what would have become of the whole Union fleet of wooden ships which was blockading the Southern Ports?

Germany wants us to be unready or confused when a similar crisis comes.

Our whole nation is preparing for the turning point in this war which is to determine whether every man shall have a chance to work out his destiny, or whether he and his country are to become subject to the dictation of a Prussian garrison.

If we are not fully ready when the test comes it will be easier for German armies and German ships, German submarines and German aircraft, to kill the men that go out from your community to protect you and your rights.

Whoever from any motive delays work bearing directly or indirectly on the war will be an accessory to the murder of his fellow Americans.

Every strike in the United States, while this war is in progress, is a blow in favor of Germany.

What Doth It Profit a Man.

What doth it profit a man to increase his wages or decrease his working hours if by so doing he contributes to the victory of a nation that makes slaves of white men and scourges them as they work?

The condition of the blacks in America before the Civil War was far better than the condition of the whites of Belgium who today are carried off like cattle, are overworked, underfed, beaten and, sick or well, must labor incessantly, often under the fire of their own guns.

What Doth It Profit a Man.

What doth it profit a man to aid a monarch who in this manner has shamelessly re-estab-

lished the slavery of white men? The workingman in America who obstructs the cutting of wood, the mining of fuel, the weaving of cloth, the turning of wheels in factories or on rails while this war is in progress—he is helping the slave masters, the destroyers of civilization, the murderers of women and children.

What Doth It Profit a Man.

What doth it profit a man who has lived in a land of incomparable liberties, of advantages unparalleled in all the history of the world, to contribute by any act, however small, to the success of an autocracy to whom a common man is but a clod of earth?

The workingman who stands faithfully by his duties day by day, allowing no person and no thought to get between him and an honest performance of his work, is rendering the highest kind of patriotic service to his nation and to his family.

What Doth It Profit a Man.

What doth it profit a man to sell his manhood, his self-respect, perhaps his soul, for a little selfish gain in such an hour? When life's services are measured up at the end, those who have faithfully labored through the war shall be entitled to their credit as well as those who have led the charges in battle.

What Doth It Profit a Man.

What doth it profit a man who wants to improve the condition of laboring men if he gains a little but in so doing prolongs the slavery of Belgian workingmen, who now cannot gain their freedom but by death, or through the victory of the Allies?

Stand by your work for your own honor and safety, for the safety and success of your fellow countrymen who go forth to fight, as well as for the sake of workingmen who are now in actual slavery beneath German slave drivers.

One of the "sure things" in this world besides death and taxes is the fair-mindedness of the people as a whole. You can always count on gaining the encouragement and support of the majority when you put real enthusiasm and a lot of steam into your work.

CONGRESSIONAL LIBRARY WANTS FILES COMPLETE

The Librarian of Congress, Washington, D. C., requests us to secure and send to him certain copies of the "HARDWARE WORLD," which are missing from the files of the Congressional Library at Washington.

They desire to have a complete file of every issue of the "HARDWARE WORLD."



STOP THE STRIKES OR LOSE THE WAR

If you are an American citizen with any regard for the welfare of your home and your country, and for your future prosperity, we urge you to give thoughtful consideration to the above outline map of the United States.

The map shows in black the States in which important strikes have occurred since we entered the Great War. Those States not having important labor disturbances are shown in white. There are fourteen white States and thirty-four black. That tells the story.

Read your morning newspaper in which is described the war situation—the condition of Russia and the march into Italy of the German hordes, then study the map just mentioned.

Stop the strikes or lose the war!

Get the work habit. Intelligent and uniform work is nature's grand cure for most of the maladies and miseries that beset mankind—it promotes the physical, financial, mental and moral well-being of everyone, regardless of vocation, position or circumstances.

The human mind is so constructed that it is appreciably affected by repetition—and, after all, advertising is only repetition.—Trueman A. DeWeese.

STRIKE SITUATION IS SERIOUS

President Foster of Reed College regards the "strike" situation in the United States as one of the most serious with which we have to contend during the war.

He said when you think of the thin line of the men of France, which is growing thinner each day, and which is standing between the German army and the untrained American soldiers, who are going to France daily,—when you think of the sacrifice which the whole of France has been making for the welfare of humanity and for liberty throughout the world,—when you consider these soldiers of France are fighting loyally for their homes and country, as well as for Democracy the world over (which includes the United States), on a pay of only 5c per day, when men in America are striking for seven, eight and ten dollars per day, it is time that something should be done to make the people of this country realize the seriousness of the situation.

"IT PAYS TO ADVERTISE"

The codfish lays a million eggs while the helpful hen lays one; but the codfish does not cackle to inform us what she's done. And so we scorn the codfish coy, but the helpful hen we prize; which indicates to thoughtful minds it pays to advertise.

Worrying About the Future

You Need Not Worry For a Few Years, At Least

SOME business men who see here and there a slight check in apparent prosperity think that war is to mean bad business, bad times, poor sales, says a prominent business man.

It will mean nothing of the kind. Quite the contrary.

Immediately following war's declaration there comes a shock, a check. People do not know what to do or what to think. And a few of them hoard their money, believing that it is the last money they will ever see.

The fact is that there has begun now in the United States such an outpouring of money as the world has never dreamed of.

The government that hesitated and wondered before it built the Panama Canal is spending now, here in America, enough money to build two Panama Canals every two weeks—and will spend more.

This money is going through channels of all sorts into the hands of the people.

Boys that were getting four dollars a week, and glad to get it, get seven, ten, twelve, and more.

Every man knows how hard it is to keep employes—unless they are extremely well paid. This means that high pay is almost universal. Ninety per cent of all human beings spend all they have. And ninety per cent of the people

in the United States will have from now on more money than they ever had in their lives and they will spend it.

What will happen three or four or five years from now, when this country begins to pay the bills and realize how big they are—when the world wakes up from this dream of murder and blood and expense—is another story.

But for the immediate future, Mr. Business Man, take this advice:

Buy goods freely, fill your store, stock up. You will be dealing soon with a public in such a spending mood as has never been known and with such spending power as never was dreamed of.

This nation has spent the days since George Washington in accumulating wealth in piles.

The government is spending the days and nights now shoveling out that wealth in billions.

Nothing but the most marvelous business prosperity can be possible for the next few years.

These observations we print as news for the guidance of those interested. We add no moralizing observations.

The moral observations, etc., will come in a few years from now, when the debauch is over.

ADVICE TO A YOUNG MAN

Here is some advice given to young men by the late Robert Burdette, writer and philosopher:

"Remember, my son, you have to work. Whether you handle a pick or a pen, a wheelbarrow or a set of books, digging ditches or editing a paper, ringing an auction bell or writing funny things, you must work.

"If you will look around you will see that the men who are the most able to live the rest of their days without work are the men who work the hardest. Don't be afraid of killing yourself with overwork.

"It is beyond your power to do that on the sunny side of thirty.

"They die sometimes, but it is because they quit work at 6 p. m. and don't get home until 2 a. m. It's the interval that kills, my son.

"The work gives you an appetite for your meals; it lends solidity to your slumbers; it gives you a perfect and grateful appreciation of a holiday. There are young men who do not work, but the world is not proud of them.

"It does not know their names even, it simply speaks of them as old 'So-and-So's boy';

nobody likes them; the great busy world doesn't know they are there.

"So find out what you want to be and do, and take off your coat and make dust in the world. The busier you are the less harm you will be likely to get into, the sweeter will be your sleep, the brighter and happier your holidays, and the better satisfied will the world be with you."

THE TEST FOR PEACE

The test, therefore, of every plan of peace is this:

Is it based upon the faith of all the peoples involved or merely upon the word of an ambitious and intriguing Government, on the one hand, and a group of free peoples, on the other? This is a test which goes to the root of the matter; and it is the test which must be applied.—President Wilson's Reply to the Pope.

People are willing to believe that intense activity, enthusiasm and force are founded on a good purpose and will place their confidence in any man who displays these vitalizing factors in his efforts.

THE CORDAGE SITUATION

Dealers in Manila and Sisal Rope naturally hesitate to place orders except for actual requirements, and the policy is safe and sane. The fiber markets are strong and the demand for Manila and Sisal Hemps is fully equal to the supply so that no excess stocks are being carried. There is no incentive for storage of fibers because of the possibility of Government regulation of prices. It is reported that the Government has purchased a large amount of Sisal Hemp to be used in the manufacture of Binder Twine, paying a relatively good price, and while this may steady the market for a time, it also practically insures that there will be no declines for a long time to come.

Shipping conditions show no improvement and as the Government is taking all new vessels and commandeering the old for service on the Atlantic the prospect for regulating freight rates is not bright. Little transportation remains on the Pacific and it is more of a question of getting space for fiber shipments from Manila than one of freight rates.

The Shipping Board is supplying many of the new vessels that are being built with their Manila Rope requirements, and this rope is manufactured at specially designated factories so that the Government work in this commodity is of small consequence to the general rope trade. Yard demands for shipbuilding plants are not large, but the running rigging and deck equipment that requires the large quantity of rope is what the board is providing. Vessels destroyed carry down with them quite an amount of rope and the hard usage given cordage on the rush transport service makes the consumption quite large.

Summarizing, therefore, the situation as to what the probable prices will be for Manila and Sisal Cordage for the next several months it is a safe prediction that there will be no declines and the preponderance of probability for further advances. Dealers will be fairly safe in placing orders for Spring delivery because if the war should end the demands for reconstruction will keep prices at high levels for some time to come. Further, most manufacturers have stocks provided somewhat in advance and declines will be slow.

CONGRESSMEN WANT THE HARDWARE WORLD FOR PERSONAL REFERENCE LIBRARY

Hon. E. A. Hayes, member of Congress, writes the "HARDWARE WORLD" requesting that certain numbers be sent to him for his personal reference library. Having seen it in the Library of Congress at Washington, he considers much of the data published therein is quite valuable to him for future reference.

THE OPEN SHOP

When Employers and Employees Agree Law Will Protect Them.

The decision of the Supreme Court of the United States in the Hitchman case is merely to the effect that when employers give employment to union or non-union labor it is unlawful for any body of men to conspire against the establishment and endeavor to compel it to discharge non-union men and employ only members of the union.

It is lawful for workingmen to organize. It is lawful for employees to organize. It is lawful for union men to refuse to work in open shops. It is lawful for employers to employ only union men or only non-union men. It is lawful to strike. It is unlawful to instigate a strike.

But neither may lawfully attempt to injure the business of the other in order to compel him by fear of financial loss to do what he does not wish to do.

In other words, each must so use his own liberty as not to infringe on that of another, a precept as old as civilized government.

Whoever for any such purpose injures the business of another must respond in damages if pecuniarily responsible, as was settled in the Danbury hatters' case. If not so responsible, or if for any reason irreparable damage is threatened, a court of equity will protect by injunction.

That is all there is of it. All are at liberty to organize or to remain independent. All are at liberty to advocate their views, whatever they be, by argument or propaganda.

But they must not seek to enforce their views upon the unwilling by any form of coercion, whether it be actual violence, fear of violence, estranging customers or any other method of injuring business.

And if that were not the law the world would be unfit to live in.

Mr. Merchant, don't expect any clerk to be a better salesman, or more honest, or more alive, than you are yourself.

Genius is largely a matter of energy, because intense energy will soon enable a man to find out the right and gradually abandon the lost motion in his work.

IT CAN BE DONE

Maybe I want to leave something to my family besides an unsavory memory that will fade into nothingness. Maybe when I come back from a trip, I want to be greeted with respect, admiration and affection by my boss and associates. Maybe, when I drift into a hotel lobby, I'd rather be pointed out as a star salesman of the first magnitude than as a regular wizard at Kelly pool. It can be done.

An Oklahoma Merchant's Challenge

MOST hardware merchants are proud of their business, proud to be engaged in a mercantile line that means so much for the constructive development of a community, handling commodities which do not perish with the using, but rather are the means of adding wealth to its citizenship, making it possible for the inhabitants to enjoy life to a greater extent.

Wherever you find a good hardware man, you will generally find one who is progressive, receptive to new ideas, a leader in his community, a good citizen and proud of his home and family.

Speaking of the home and family, we want to show our readers a photograph of four young ladies, quadruplets, who call F. M. Keys of the Spooner Hardware Co., Hollis, Oklahoma, "da-da."

If you knew Mr. Keys, the manner in which he conducts his business, a leader in his community, perhaps it would not be surprising to learn he easily "takes the lead" in being the father of the only set of quadruplets—all girls—in the United States.

There are a few other sets—boys and girls—but as everyone knows girls are so far superior to boys, no one will dispute Mr. Keys' claim of being paramount in this particular also.

The photo was sent us by Mr. Keys so "HARDWARE WORLD" readers might see just what Oklahoma can produce. At birth each weighed approximately four pounds.

Reading from left to right they are—Roberta, Mona, Mary, Leota; the first three are brunettes and the fourth a blonde. They are practically the same height, all wear the same clothing, and the same size shoe.

Mr. Keys says they all have their teeth, and can walk and talk perfectly. They are as bright as a dollar and he likewise adds they have never been any trouble at night, but are real good babies, just as normal children should be.

Now, any hardware merchant in the United States who can go Mr. Keys one better and will forward us a photo of a set of "quintuplets"—all girls—may win a prize of \$1000.

We don't expect an abnormal number of claimants for such a prize, hence as the contestants will be few in number, here is an opportunity for every hardware man.

Mr. Keys of course don't take the whole credit for these quadruplets, for there is no mother who is more proud than Mrs. Keys, but you just can't blame him for feeling proud of his distinction.

Now, who will be the hardware merchant who will send us a photo of quintuplets—all girls—and make Mr. Keys take second place.



This photo was taken when the children were exactly twenty-nine months old. We know there are thousands of our readers who will envy Mr. Keys of the Spooner Hardware Co. his distinction, for it is something for which to be justly proud, to be the father of such a fine quartette of young ladies as these four.

Mr. and Mrs. Keys with the four children recently returned from an extended trip throughout the South, where naturally the children attracted a great deal of attention.

On the opposite page we are also showing a photo of the store of the Spooner Hardware Co., who do a general business in hardware, stoves, house furnishings, etc. This store is typical of the stores of thousands of merchants where the **HARDWARE WORLD** is read regularly every month in the year.

THE ONE PAPER MERCHANTS READ
 We receive quite a number of trade papers, some of which are hardly read, but we want to tell you that we look into the **HARDWARE WORLD** with pleasure, and profit by it very much, so much so that we expect to note it even closer during 1918. We enclose our check covering three years' subscription.
HUTCHINGS HARDWARE CO.
 Texas.

TO THE ARMY OF SALESMEN

(By N. A. Gladding)

Excepting to those salesmen whose phenomenal ability can sell a last year's phone book to a phoneless cobbler, I say brush up—go back again to your fundamentals—perfect your powers of description, argument, persuasion, closing. Store up for the future the points set down from the experiences of the great body of your fellow salesmen; if necessary study through some of the numerous schools and colleges.

You will need all the knowledge that you can beg, borrow or steal by and by—and it may be sooner than you expect.

Learn to rub the machine finish off your talk—learn to take the man-to-man attitude and talk straight business—learn to omit non-essentials, there are a thousand things that you could say, but to your man only ten are vital—confine your talk to these vital points and drive them home with argument and reason—make your description succinct and vivid—your explanation brief and clear—your argument convincing and without exaggeration so it will create desire—your persuasion subtle—your inducement easy to accept and your clincher swift and positive.

Avoid trite phrases—use Anglo-Saxon English—never use I, use you at all times. But why recite the alphabet of our profession? Candidly my sole idea is to carry your minds back to your student days and make you long for their return.

This looking after the foundation principles of Salesmanship is today, our duty.

This re-setting of a dislodged stone—this cementing of an open joint in our sales plans in preparation for the upheaval which peace will bring should claim our serious attention.

YE MOUSE

'Twas the night before Christmas, and down in the cellar,

A barrel was left by a strapping big feller,
And a wee little mousie that lived thereabout,
Saw a leak in the barrel, and something run out.

Now the barrel held Whiskey, but this little guy

Had been bro't up in Maine, and knew nothing of Rye;

So the mousie first tasted the stuff that was wasted,

And liked the sensation, for it made him feel gay;

"I'll just get enough of this awful good stuff
Before that big bluff comes and takes it away!"

And when the wee mousie had filled his wee skin

So full of the liquor no more could get in,
He gave one big jump to the top of the keg,
Cocked his head on one side, and waved his front leg;

"I'm as brave as a Lion,—as big as a Cow,
I c'd lick that damned Cat, if it came along now!"

"What's the use!" is not the motto for the man who is in the game to win. The mongrel slips his hold, but it takes a steel bar to break a bulldog's grip.



The father of the four babies shown on preceding page is standing on the left, toward the front of the picture.

American Manufacturer Imparts His Qualities to His Products

"A man he seems of cheerful yesterdays
And confident to-morrows."—Wordsworth.

IF one were asked what industry was dominant in the commercial world today, what factor was contributing most largely to its development, ninety-nine men out of a hundred would at once mention that word of five letters—s-t-e-e-l.

Beginning with prehistoric times we have had the stone age, the bronze age, etc. Doubtless the inhabitants of those days gloried in them, and hence it is but natural that the present generation should take equal pride in present day achievements.

It is somewhat out of the ordinary for "western men to go east," but it is fitting a native of the "show me" state should literally take that motto to heart. That alone, however, does not account for the position which Wallace H. Rowe, President of the Pittsburgh Steel Co. and other corporations, occupies in the financial and industrial world.

We will venture that if his parents could be consulted, they would probably say there is something in heredity in family—you could not find a better combination than Virginia and Carolina stock, his father being a native of Virginia and his mother of North Carolina.

Mr. Rowe's first work was in St. Louis, where he was born. Here he started his career in the wholesale lumber business, later moving to Hannibal, Mo. There he had his first experience in the banking business in which his father was also engaged.

John W. Gates Gave Him First Lesson in Steel Business.

He was educated in the private schools and colleges of Missouri, and in 1883 went from Hannibal back to St. Louis, entering the employ of J. W. Gates & Co., wire manufacturers, as a clerk. This firm merged with the St. Louis Wire Mills Co. two years later, John W. Gates and William Edenborn being the heads. He moved to Pittsburgh in 1886 to become treasurer and general manager of the Braddock Wire Co., which was organized by the leading interests of the St. Louis Wire Mill Co.

The fact that within three years after entering their employ as clerk, he was asked to take such a position tells its own story.

The Braddock Wire Co. was later merged with several other wire companies, into the Consolidated Steel & Wire Co. of Illinois, Mr. Rowe remaining as manager of the plants at Pittsburgh. In 1898 this corporation was merged into a new company, known as the American Steel & Wire Co., he still continuing

in the same capacity, but the business increased so that the coal, coke and blast furnace properties were added to his supervision.

Pittsburgh Steel Co. Established.

He remained with them until their absorption by the United States Steel Corporation in 1901, when he sold his interest, resigned his position and organized and started the building of the Pittsburgh Steel plant, which today is one of the most modern equipped steel and wire plants in America. They recently secured an ore property on the Cuyuna Range, Minnesota, which is considered by experts to be one of the largest and best ore properties in the United States.

In exemplification of the old saying, "It takes busy men to do things," to merely mention his activities as also being a director in the Pittsburgh Steel Products Company, large producers of seamless tubular products with works at Monessen, Penn.; President of the Monessen Coal & Coke Company, and the Pittsburgh Steel Ore Company; Vice-President of the Pittsburgh Ice Company; Director in the Duquesne National Bank; Home Life Insurance Co. of New York; Newsboys Home of Pittsburgh; Children's Hospital of Pittsburgh, and Western Pennsylvania Institution for the Blind—these activities indicate he does not have many idle moments.

Yet relaxation from business is necessary, and his identification with the Duquesne, Union, University, Pittsburgh Golf, Country and other athletic and field clubs also indicated that such associations realize the importance of having successful men to help to direct their affairs.

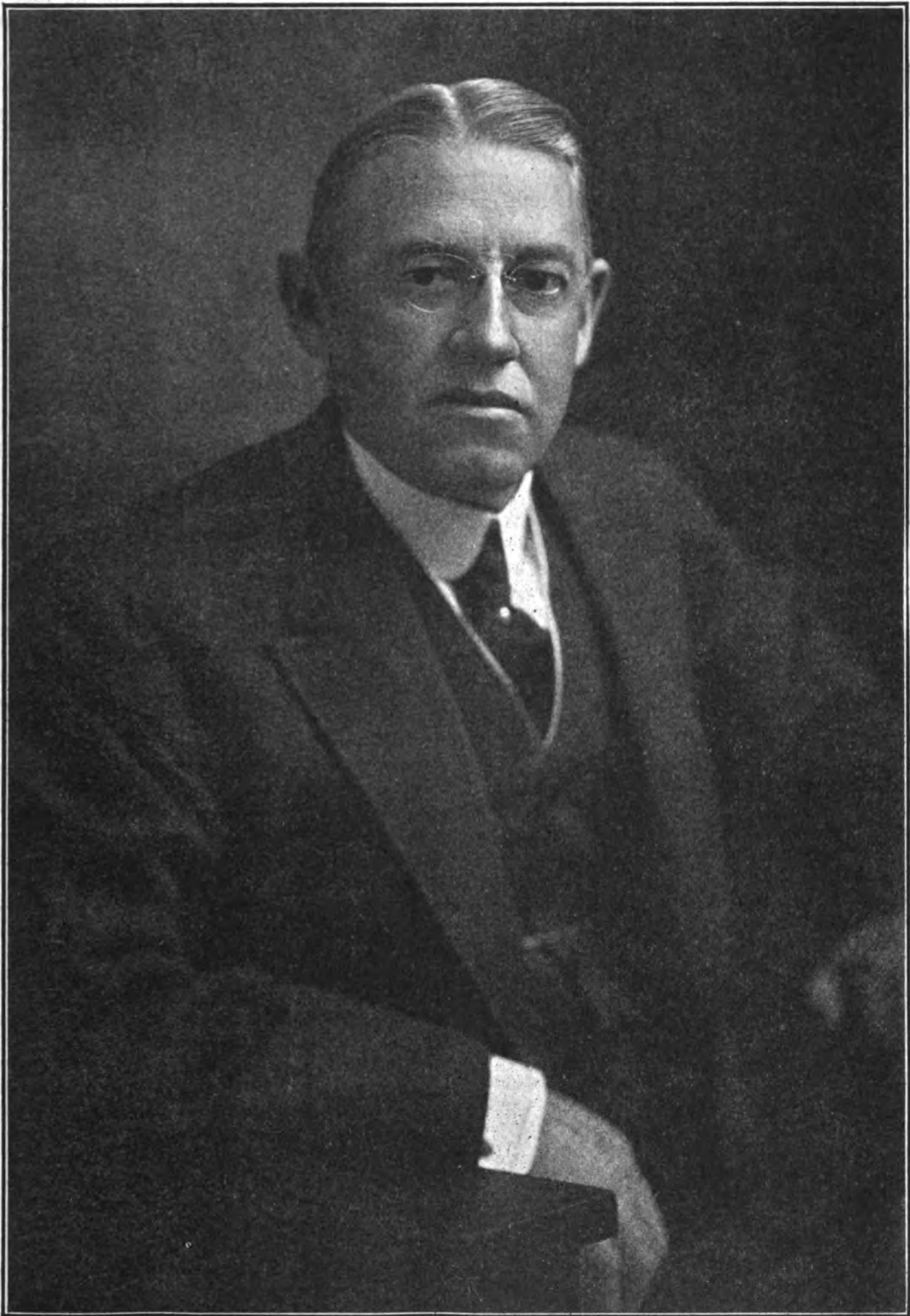
One can imagine just how busy Mr. Rowe is, yet it is gratifying to know that a man who has such diversified interests finds time to be identified with philanthropic movements and charitable associations.

One who knows him quite intimately says that he literally puts into his business transactions the "golden rule."

Gives Credit to His Associates.

Mr. Rowe freely admits that much of his success is due to his able associates, for he has been most successful in surrounding himself with men of large caliber—men who can take a comprehensive view of a situation, and have the vision and foresight to intelligently study conditions.

Their products are known throughout the entire world. There is no section of the



WALLACE H. ROWE
PRESIDENT OF THE PITTSBURG STEEL COMPANY
AND OTHER LARGE CORPORATIONS

United States, but what "Pittsburgh Perfect" brands have a wide sale.

On the Pacific Coast they are fortunate in having as their representative A. C. Rulofson. Everyone who knows him is frank to admit he has no superior in his line. Mr. Rulofson has charge of their sales in the West, maintaining offices in San Francisco, Seattle, Los Angeles and Portland. He has been eminently successful in introducing their brands and developing a very large business.

The "HARDWARE WORLD" is indeed glad of the opportunity of placing before its readers a few facts concerning such a thorough young and loyal American, especially of one who can find the time to lend his influence and support to so many worthy movements and enterprises, both of an industrial and civic character.

Let no one beguile the young men into the belief that the day of opportunity has passed. The men of the present have just as many, if not more opportunities than any preceding generation. Young men who are not afraid to take off their coats, and roll up their sleeves, if need be, thoroughly master the work in hand, should realize that there is a place in the commercial world for every honest, industrious and ambitious young man—it is for you to find a way or make one.

"SIZING UP" A CUSTOMER

(By Lewis Allen.)

When young Abe Lincoln, at a debate, slowly arose and stood up the full height of his six feet three or four inches, many of the people looked at him in amazement.

And when Stephen Douglas slid off his chair and stood up to the full of his five feet three inches, many people laughed and said, "What can that little runt do in a debate with a big feller like Abe?"

But Douglas, the "Little Giant," was able to defeat Abe in debate, as all the world knows.

The trouble with the people in the audience was that they didn't know how to size up.

It's just the same in business.

"Bosh!" snorts a disgusted business man, looking over a small town, "what's the use of trying to do business here?"

And nine times out of ten he's wrong. It is quite likely to be a Stephen A. Douglas sort of town, a veritable "Little Giant."

You cannot size up a city or town from its size or the height of its shops on Main street any more than you can size up a man by his height or a woman by the finery she wears.

I know a man who gave a small town the go-by, and his rival in business looked it over and learned that out in the suburbs, back of a low hill, were a river and four big mills, and three of the mills used, as a part of their ma-

terials, exactly the sort of goods he was handling. This little town paid him more profits than half the cities in his territory.

Don't size up from the outside alone.

There's nothing attractive about the oyster shell. It certainly doesn't look fit to handle, much less as though it contained anything fit to eat.

But away back in the Stone Age some bright man had brains enough not to size up the oyster from the exterior. He cracked it open and ate the oyster and smacked his lips and said, no doubt, in his own particular Stone Age language, "Oh Boy!"

A good many million dollar fortunes have been built up on oysters since then.

Your customer may not look able to pay cash for a dozen rubber bands, but he is quite likely to have a check-book stuck in a pocket in his tattered vest. Don't size him up wrong and turn away. If you do some other chap will get the business.

The real "sizing up" is not taking a look and making a guess.

It is finding out all there is to be learned.

GO AHEAD; DO IT

There is a man in your department whom you fear is going to get your position and the thought is keeping you from doing many things which you would do otherwise; things which would make you more valuable to the firm and also to yourself.

This thought is killing your initiative.

So afraid are you of making a mistake that you are losing confidence in yourself.

As a result, you keep pegging away, same old rut, day after day, and one of these days a more aggressive man is going to supersede you.

It may be the man you fear, or it may be some other man.

Brief consideration ought to show you that the course you are pursuing is a foolish one. More to your credit to have three or four failures and a half a dozen successes than never to have made any progress.

Strike out in original lines once in awhile.

Forget what the man under you may think.

It is the approbation of the boss you are after.

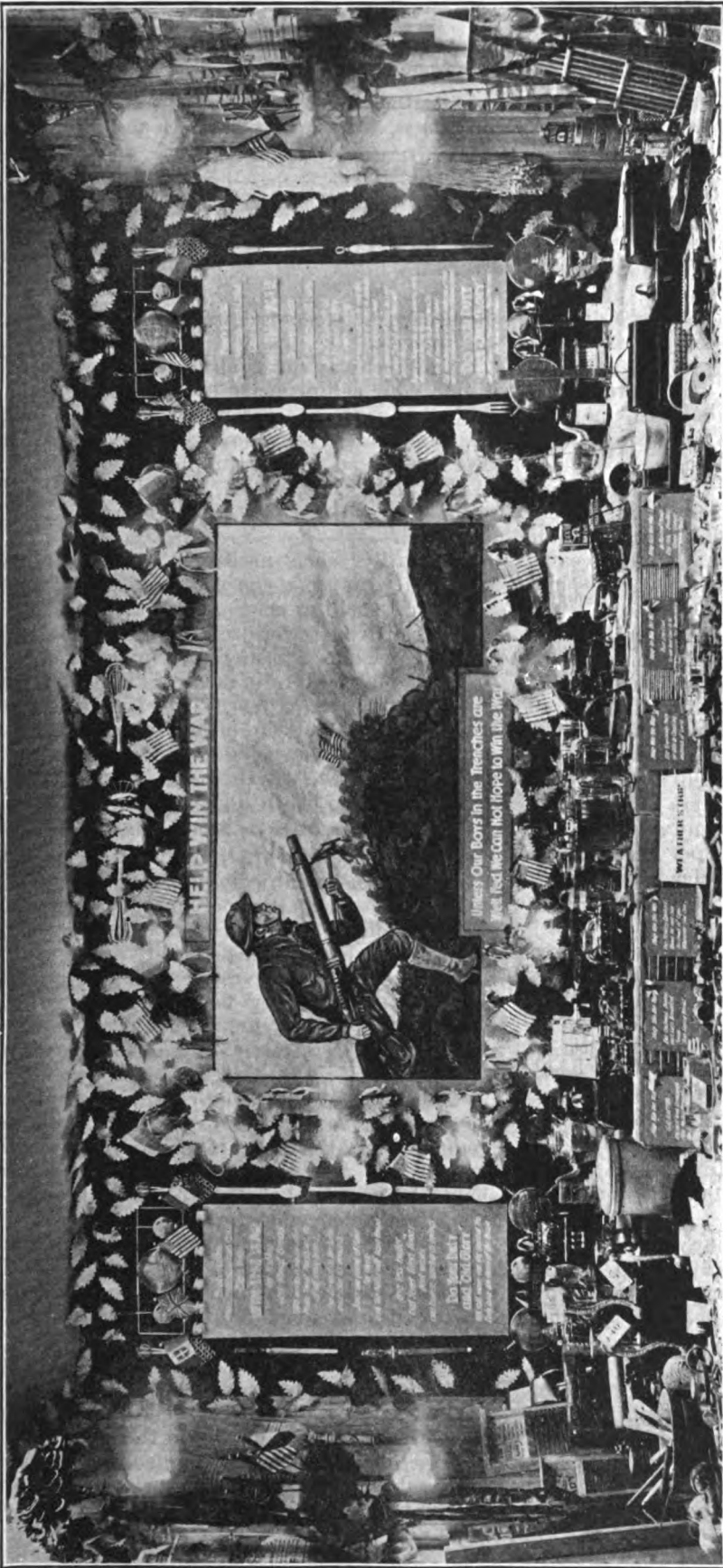
The boss understands.

GETTING AWAY WITH IT

A man left his umbrella in the stand in a hotel with a card bearing the following inscription attached to it: "This umbrella belongs to a man who can deal a blow of two hundred and fifty pounds. Will return in ten minutes."

On returning for his property he found in its place a card inscribed: "This card was left here by a man who can run one mile in four minutes. I shall not be back."

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



WINDOW DISPLAY OF KITCHEN WARE

There is a timeliness about this window display of kitchen ware made by John Hardy for the Honeyman Hardware Co., Portland, that carries with it an irresistible appeal to every family, to every housewife. This display featured conservation of food week. The painting in the background shows our boys going over the top, and appeals to all loyal citizens to conserve food stuffs that our soldier boys may not lack beef, mutton, pork, sugar, wheat bread, etc. Mr. Hardy is a window trimmer of exceptional ability, and aside from that is a loyal American citizen who feels the "thrill" when the boys go marching down the street, or the "cold chills," as some have described it, creeping up his spine, when some particularly stirring or patriotic piece is played. This is the spirit we want to have in every American, young or old, man or woman. It is the spirit that is going to win, and Mr. Hardy has the happy faculty of combining these two into an appeal of window display that is effective and telling. Such a wide variety of goods are shown as are needed in every household and appeal instantly to the housewife.

Another Method of Figuring Profits

Double your cost price to find your selling price! Seems startling, doesn't it? Yet it is a fairly good rule for the dealer who does not know his exact cost of doing business, because it is based on the experience of those who do.

(Editor's Note.—Herewith we are illustrating a unique diagram for figuring profits. It was originated by A. H. Holloran, and was primarily designed for those lines of merchandise usually sold by electrical dealers, where the overhead cost of conducting such a business is perhaps more than it is in the average hardware store. Yet at the same time, there are many merchants whose overhead is as high as 25% or even more. A large per cent of our subscribers handle electrical goods, and where they conduct an electrical business or shop, it has been found the average overhead varies from 30% to 35%. We quote from the article referred to, believing it will be of great value to our readers and serve to cause some of them to give greater attention to this all important part of their business.)

YOUR selling price should be large enough to care for (1) the delivered cost of the article, (2) the cost of doing business, (3) a living profit on the sale. Of course every dealer knows the cost of an article, most of them know their cost of doing business, but few are making a respectable profit.

Let 100 per cent represent the selling price. Then, according to our arbitrary rule, 50 per cent represents the cost price because double 50 per cent equals 100 per cent. This leaves 50 per cent to cover the cost of doing business and the net profit.

Many dealers have found that the cost of running a retail business varies from 30 to 35 per cent. Where contracting is done on the side the figure is a little lower. Other retail specialty shops have an overhead of from 35 to 40 per cent. So 35 per cent is a safe figure to use. This leaves 15 per cent for profit; 50 less 35 equals 15. Most dealers are satisfied with a profit of 12½ per cent and are handling goods carrying as low as 10 per cent profit. But assuming 35 per cent overhead and 15 per cent profit, it is obvious that the selling price must be twice the cost price.

The accompanying diagram gives multiplying factors to be used in determining the selling price for overheads ranging from 25 to 40 per cent and profits of from 10 to 25 per cent. Merely find the figure at the intersection of the horizontal "overhead" line and the vertical "profit" line. For example, the arrows on the chart show that to get 15% profit with 33% overhead, multiply the cost price by 1.923 in order to determine the selling price. Thus an article costing \$1.55 should sell for \$3.00 under these conditions.

As the selling prices of many devices used in the home are nationally advertised by the manufacturers, the dealer wants to know how much profit he makes in the sale. For instance, a certain make of lamp is advertised to sell at \$7.50. It costs the dealer \$4.50. As \$3.00 is 40% of \$7.50, this leaves 40% to cover his overhead and his net profit. Consequently, with 30% overhead the net profit is 10 per cent. In order to find your net profit, merely subtract your overhead from the per cent figure obtained from dividing the selling price by the

difference between the selling price and the cost price.

Another way of finding your profit is to divide your selling price by your net price and find the nearest corresponding figure in the diagram which will show the net profit for a given overhead. For example, \$7.50 divided by \$4.50 equals 1.666, which, according to the diagram, corresponds to 10% profit with 30% overhead.

It hardly seems necessary to call attention to the fact that these profits are figured on the basis of the selling price, and not the cost price. Successful men recognize the fallacies in using the cost price as a basis for figuring prices. In the first place, there is no profit until the article is sold. All expenses are figured on the basis of sales and in order to be consistent, profits should likewise be figured on the selling prices. Until the sale is made expenses cannot be paid and the profit does not exist.

Turnover Often Is Secret of Success.

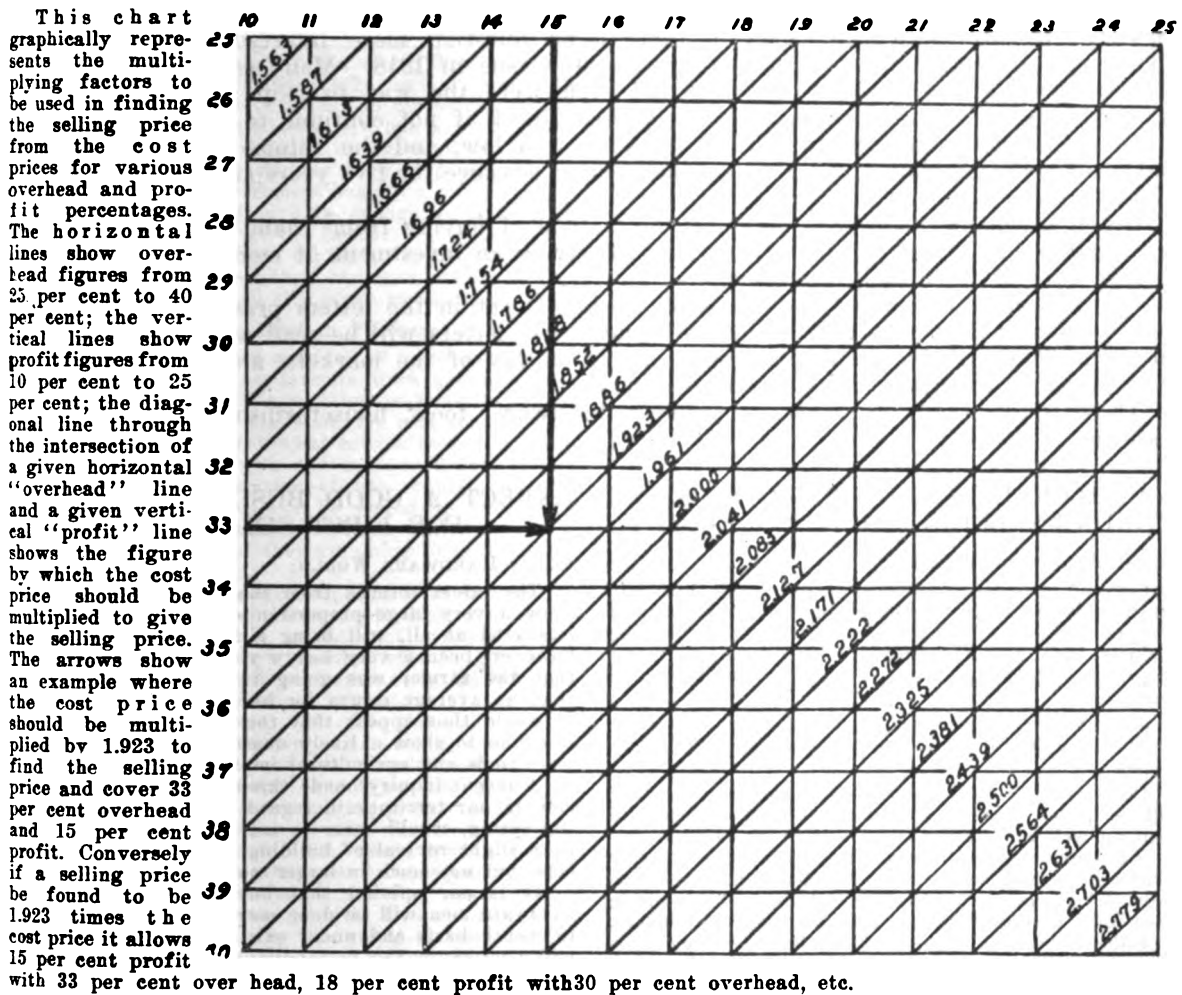
The actual percentage of profit to be made in each sale is a subject requiring careful consideration. A smaller percentage of profit is allowable on a staple article than on a specialty because the market has already been created for the staple. An investment of one hundred dollars in lamps may be made to turn over twelve times in a year, whereas the same investment in an electric range may turn over but twice.

The secret of success in retailing is in carrying a small amount of stock and turning it over frequently. "Business is a tank of profits. Capital is a myriad of sponges. The sponges should be constantly put into the tank one at a time, then taken and squeezed dry."

Figuring stock turnovers is a complicated matter, because a part of the capital invested is released almost immediately and put back into additional stock and a part of it may be tied up for a long time. When capital is invested in stock and all the stock is sold the capital is turned over.

But knowing the amount originally invested, the average stock on hand and the total amount of subsequent purchases, the dealer can figure the number of times he has turned his capital by dividing the cost of goods sold during the

Diagram For Figuring Profits



year by the cost of the average stock carried. If a dealer finds that with an original investment of \$500 and a year's purchases totalling \$3,000 he has carried an average stock of \$500, his turnover is six times. Thus a man who has \$10,000 worth of stock when he takes his inventory needs only to know the amount of his purchases and the average stock on hand to figure the number of his turnovers.

How to Arrive at Turnover.

But in order to figure the number of turnovers on his gross business he must first allow for a profit on each turn of his capital before he can know the number of turnovers. Otherwise he is figuring without a starting-point. Suppose a dealer has a gross business of \$10,000, has stock on hand worth \$1,000 and averaged the same amount of stock on hand during the year, how many times would he have turned over the stock investment of \$1,000?

Do not jump at the conclusion that he

turned over ten times without first figuring his profit. Suppose that his selling price had been twice his cost price. One-half of \$10,000 is \$5,000.

So the total stock investment represented in the \$10,000 gross was only \$5,000. Consequently his capital turned over five times. "You turn your capital over when you sell all the goods you have bought, regardless of the price at which the goods are sold."

Finally, neither the cost of the article and the expense of doing business are the only factors to be used in determining the selling price. The selling price should be that amount which the goods will command in the market,—how much the average customer will pay if he wants the article. Consequently it does not pay to handle an article for which the demand is so weak that it will not command at least the cost, the expense of doing business and a living profit.

What Policy Should Merchants Pursue!

Suggestions from Manufacturers and Jobbers as to Policy for 1918

THE "HARDWARE WORLD" believes there is no question more interesting to retail merchants than that of the policy they should pursue in 1918. Many successful merchants are placing their orders, believing that even were the war to stop suddenly, which is hardly likely, prices would remain at the present level, if not continue to advance, owing to the fact that many have allowed their stocks to run low, and the volume of business would make the demand abnormal. Prices continued to advance for five years after the close of the Civil War.

Other merchants have been pursuing the method of buying from "hand to mouth," believing it advisable to buy frequently without requiring an investment of more than is necessary to take care of their daily requirements.

"In the multitude of counsel there is wisdom," yet in the letters presented in this issue there is some variance in advice; but we know these letters will be read with a great deal of interest. They are from men who make a daily study of the markets, and they speak from an experience, covering a long period of years.

These letters apply especially to trade in hardware, tools, housefurnishings and auto accessories.

WATCH CREDITS AND COLLECTIONS AND FIGURE SELLING PRICES CORRECTLY

Editor HARDWARE WORLD:

Current business is holding up very well, although not in quite as large volume as in the earlier part of the year. Lack of freight transportation is holding business back and the products of the mines, farms and ranges of this section are moving very slowly to market.

Jobbers are likewise affected, and find it increasingly difficult to keep their stocks in satisfactory shape.

Despite these difficulties we believe the year 1918 will be better than we anticipate and the volume will keep up well into the year.

We believe retail merchants should look sharply after credits and collections and also their profit account. Too many merchants are basing their selling price upon cost as formerly and not upon the market.

Unless this rule is strictly followed many merchants will find at the end of the year that there has been no profit at all but that they have actually eaten into their capital or surplus.

Yours very truly,

STREVELL-PATERSON HDWE. CO.
P. C. Gill, Secretary.

1918 WILL BE A YEAR OF INCREASING ACTIVITY

Editor HARDWARE WORLD:

As we see the situation at this time the year will undoubtedly be one of increasing activity. The demand for lumber products in the Northwest is very strong and the shipbuilding industry, which is increasing right along, is giving added strength to the lumber market. There is no question about the demand for lumber but the difficulty which seems to be staring the lumbermen in the face is that of securing lumbermen who are competent to take up situations which have been vacated by the large number of practical and capable men who have left to join the colors.

Yours truly,

SIMONDS MFG. CO.
H. A. Sargent, Vice-President.

EXPECT A GOOD BUSINESS AT LEAST FOR FIRST SIX MONTHS

Editor HARDWARE WORLD:

The latest returns from the crop in our territory show a very large proportion of soft corn, which if marketed at all, will bring a low price. There has, however, been a very heavy yield and it would seem that the farmer was going to get very much more than an average return for his labors for this season. It would thus appear that the spring of 1918 should continue to show a lively demand for ordinary hardware tools and agricultural implements.

A recent inquiry, made through our traveling salesmen in our territory in regard to building operations for spring, would seem to indicate that there would be a slight revival of building in the small residence class but not much in larger work.

It is our opinion that buying among the retail hardware men will be done more and more from hand to mouth basis and under existing circumstances this will operate to the best advantage for the jobber as in view of the difficulty in obtaining goods and the slowness of freight service we believe the business will be localized more than any previous year.

It would seem, therefore, that we might reasonably expect a very fair business for at least the first half of the year.

Yours truly,
EMPKIE-SHUGART-HILL CO.

EXPECT BUSINESS TO PICK UP

Editor HARDWARE WORLD:

Trade conditions in our territory have been good during the past year, up to about November 1st. From that time on, trade has slackened up considerably and indications are that business will not be as good next year as it has been this year. We are set back somewhat on account of soft corn that our farmers have raised this year. They are somewhat disappointed and may have considerable to do with the volume of business that is done next year. The price, however, is very good and we do not look for a serious time and think as soon as matters are straightened around, business will pick up considerably.

Yours truly,
PRUSIA HDWE. COMPANY.
J. F. Nelson.

EXPECT BUSINESS TO BE EXTRAORDINARILY GOOD IN 1918

Editor HARDWARE WORLD:

The writer's opinion is that the business during that period is going to be extraordinarily good, and brought about by conditions that exist.

In the first place, those cities where they are manufacturing material for the government are going to throw a very large sum of money into circulation, and this not only applies to these cities, but to all the supplies that have to be bought by these cities in the manufacture of their particular lines of goods.

Then again, the government has put a price on agricultural products, that is high enough to afford an extraordinary revenue for the farmer. Of course, they complain some on account of the price of labor, and things of that kind, but they can well afford to pay high prices for labor and still make enormous revenue.

Soft Corn Used in Feeding.

The writer telephoned a friend of his the other day and asked him how the farmers were getting along with their corn, especially wanting to know in regard to their soft corn, and finds out the soft corn will all be fed to cattle and that what cannot be fed is being salted and put in the crib and is claimed that it will keep. Through this section of the country there is possibly 20% soft corn, but he wound up by stating that it was bringing about \$30.00 an acre to the farmer, so you can see that they are going to have a large income.

The banks are quite well supplied with money, and while the Liberty Bond investments draw the money out, it comes back again in shape of purchasing war supplies. It will be a few months before it gets back, but at no late date will be back nearly in the same territory from which much of it went.

Furthermore, jobbers, who for the past several years have not been carrying much stock, trusting to being able to get their shipments made, now see that it is either carry a stock or not get the goods, for the reason that the mills are giving preference for war shipments, which they have to do whether they want to or not, and second, for the reason that war shipments mean large quantities, and consequently more satisfactory to them to make, for that reason many jobbers are already commencing to find out how much of the different lines they are going to need for the coming season, and are placing their orders accordingly, so as far as we see, there is no particular reason why trade should not be very good during the next year.

Yours truly,

BUFFUM TOOL COMPANY.

F. W. Buffum, President.

"WAR BUSINESS FIRST." SAYS A PATRIOTIC MANUFACTURER

Editor HARDWARE WORLD:

We have adopted the suggestion of the Secretary of the Treasury, that the old slogan: "Business as usual," be dropped and that hereafter every commercial organization in this country work under the banner of "WAR BUSINESS," meaning that all our energy be devoted to supplying the United States of America and her Allies with such material and supplies as are required for carrying on the war.

This is our policy at the moment and will continue to be our policy until either the war is over or our Government advises otherwise. We hope, however, to be able to maintain such a high efficiency that we shall still be able to supply a goodly number of our customers with most of the tools they require. We want to suggest to them, however, that they do their share by endeavoring at least to keep their stocks in a condition which will enable them to care for the needs of their constituents.

The tool problem is, for our Government, a serious

one; not only must their direct needs be supplied, but the needs of all workmen, directly and indirectly employed on Government work, must likewise be attended to; and its far reaching ramifications make it incumbent upon every hardware merchant to show his patriotism by watching over and caring for the tool needs of his constituents. Tools for carpenters are not seriously effected and there will undoubtedly be a sufficient supply to care for the trade in general, but metal working tools—particularly instruments of precision—will be in such enormous demand that the productive capacity of the country will be strained to the utmost in an endeavor to take care of this demand.

All of which is respectfully submitted.

Yours very truly,

GOODELL-PRATT COMPANY.

W. M. Pratt, President.

BUSINESS WILL BE GOOD AS LONG AS CAN SUPPLY STOCK

Editor HARDWARE WORLD:

We believe that in this Northwest territory business will be good next year, as long as we can supply the goods. We believe, however, that the jobbers will have difficulty in getting more than 60% to 75% of their requirements for their trade, and their trade will have corresponding difficulty in filling the wants of their customers.

Auto Accessories Will Increase.

In this connection, will say that according to press reports, the passenger or pleasure auto production is to be cut down at least 40%, and probably more. We might suggest that this undoubtedly means that the old car will have to be fixed up in many instances, and this will mean more business for those who carry an auto accessory department.

Very sincerely yours,

FAILING-McCALMAN CO.

EXPECT RESUMPTION NORMAL BUSINESS

Editor HARDWARE WORLD:

Business conditions have been good in this territory during the past year; however, we have noticed a tendency by all merchants within the past sixty days to buy more conservatively than for some time.

Developments have shown their wisdom in this policy; however, now that the Government has fixed prices on many staple lines, we look for an early resumption to normal business.

Yours very truly,

SUMMERS-PARROTT HDWE CO.

J. A. Summers, President.

WATCH OUT FOR SHORTAGE OF STOCK

Editor HARDWARE WORLD:

According to our opinion, the outlook is encouraging for business in Government materials, and any products entering into work for Government. We believe raw material will be very difficult to secure and that lines other than the above will be reduced to the very minimum.

The most troublesome feature will be that of having sufficient stock to handle the opportunities when they arise.

Yours very truly,

BERGER BROTHERS CO.

M. L. Wolfe, Mgr. Sales Dept.

I want to tell you that the "Hardware World" is, in my opinion, the finest magazine printed. It is surely the hardware dealer's friend, and one of the biggest assets the traveling man has. It is always to be found in my grip from month to month. J. E. GRANT.

BUSINESS GOOD, BUT EXPECT DIFFICULTY IN FILLING ORDERS

Editor **HARDWARE WORLD**:

Trade conditions in Seattle territory are unusually good for this time of the year. Our volume is larger than ever before, and mail orders are heavy—showing that local trade conditions in the various territories, are better than anticipated by the average dealer.

The question for the coming year apparently, is merely a matter of getting goods—as tonnage has been curtailed in various lines of manufacture, to such an extent that jobbers who are placing their orders at this late date, find difficulty in having them filled in time for spring trade. The speculative element has been eliminated entirely and it now becomes a matter of obtaining a satisfactory flow of merchandise to take care of the increasing trade.

With transportation problems such as now are confronting the Government and on account of the long distance from the Eastern market—the Pacific Coast jobbers will have an unusually difficult problem in handling their trade for the coming spring.

On the other hand it will be greatly to the advantage of the dealers in the Pacific Coast territory to place their orders with local jobbing houses and they will thereby be saved delay of from four to six weeks, which would occur were they to place the orders with Middle West jobbers.

With all farm products at high water mark, as to price, it would naturally appear that the hardware dealers located in farming communities, will enjoy a continuation of the prosperity which has been theirs for the past two years.

Very truly yours,
WHITON HARDWARE COMPANY,
 Jno. F. Welborn, Pres.

MUST DEPEND ON COUNTRY DEALER UNLESS LOWER PRICES STIMULATE BUILDING

Editor **HARDWARE WORLD**:

In regard to conditions in our territory and as to the outlook for 1918, the writer has studied this very carefully, and is not a bit backward in making all inquiries possible from manufacturers' representatives that call upon us; and as a good many of our customers from our territory come into our office, we get all the information that we possibly can from them; and as far as our observation would be that we cannot look to any great amount of business from the larger cities, unless prices come down to where people will start to build.

Unless this is done, there will be practically no building, or in other words, no more than there has been in the past year and a half; and in this case, we must then look to our country hardware dealer, who obtains his business from the farmer.

However, on the other hand, if conditions should change, whereby building material would be cheaper, then without question, we would all enjoy good business for 1918.

But then again, we must not overlook the fact that the few declines in prices that have already taken place has changed the hardware dealers' view in buying, as he is not so free now to place orders, as he was heretofore.

Trusting we have given you the desired information, we are,

Yours very truly,
MICHIGAN HARDWARE CO.
 Per H. W. Spindler.

I consider the "Hardware World" a very valuable magazine, and can not afford to be without it. **ALLEN CAMERON, Manager,**
 Cameron Mercantile Co., Utah.

DOUBLE VOLUME OF LAST YEAR

Editor **HARDWARE WORLD**:

December will close with us the largest year's volume of business in our history, being practically double the volume of last year. And from what we know of our neighbors, we feel confident that we do not share this wave of prosperity alone. Business in this section has been unusually good, notwithstanding the strikes, etc.

We find that merchants, and the people in general are not quite as wild as they were during the first two years of the War, but they are recognizing the necessity of meeting squarely the great problems and therefore, are proceeding along more conservative lines and preparing themselves to meet conditions that may arise.

Merchants have ceased to expect and demand exorbitant profits but are compelled, to some extent, to add a greater margin of profit to their costs than in former years on account of additional cost to hand business, as labor, food, and all other necessities of life have advanced proportionately.

In this immediate section we look forward to continued prosperity in 1918. This county has recently voted a \$300,000 bond issue to further develop water facilities at the port of Beaumont and, there being some ten or twelve, or more, sea-going vessels under construction, we look for a continued good business locally.

In regard to Auto Accessories and Sporting Goods our trade this year has been unusually heavy and very satisfactory.

Very truly yours,
E. L. WILSON HARDWARE CO.
 John L. Keith, Pres. & Gen. Mgr.

EXPECT BIG DEMAND IN HARDWARE HOUSE FURNISHINGS AND ACCESSORIES

Editor **HARDWARE WORLD**:

Business conditions have been very good during the past year and almost all kinds of hardware have been scarce. I think it is true of all jobbers that if they could have filled all of the orders which were offered to them, their sales would have been much larger than the figures which they are able to show on their books.

This scarcity still continues and it looks to us as if it will be a hard thing to guess as to when manufacturers in many lines will get caught up with their orders. There certainly will be no chance to get a full supply of the lines that are used largely by the government until after the war is over and this is also true of lines which, perhaps, are not bought by the government at all, but are affected by the inability of manufacturers to get a supply of raw material.

The products of the farm were so plentiful the past season that we are expecting a large demand for hardware, house furnishings and automobile accessories during at least the first six months of next year.

Yours very truly,
HIBBARD, SPENCER, BARTLETT & CO.
 J. J. Charles, President

We like the "Hardware World" very much and consider it one of the most interesting trade papers that is brought to our notice, and if such is the fact from a manufacturer's view point, it surely must be more so from the standpoint of the jobber and dealer.

STANLEY RULE & LEVEL CO.,
 New Britain, Connecticut.

FIRST REQUISITE IS HAVE THE GOODSEditor **HARDWARE WORLD**:

We are inclined to think that the stability of business is not fully appreciated.

Those who make up the great mass of our buying power are well employed at high wages. This should mean a continuance of free buying which will serve to sustain the business structure of the country.

So far as industry is concerned, we look for increasing difficulties in operation of Plants. The labor shortage is likely to become more acute and the transportation problem more difficult.

These tendencies will unquestionably result in higher costs of production and in addition thereto it shall become necessary for the Government to give priority to its own direct and indirect needs, then we will be confronted with a question which will involve not so much the question of prices as it will involve the question of getting certain goods at any price.

It may be well for the merchants to consider this general situation as it is quite obvious that the first requisite for profit in merchandising is to have the goods.

Yours very truly,

THE ENTERPRISE MFG. CO. OF PA.
C. W. Asbury.

TONNAGE VOLUME NORMAL; EXPECT INCREASE IN 1918Editor **HARDWARE WORLD**:

We find that business this year is checking up about the same as last year. While the sales show larger in dollars and cents, the tonnage is about the same as 1916.

In regard to 1918. We can see no reason why there should be any material change in business. We rather think on account of the Government fixing the prices on steel commodities, that business should increase rather than decrease.

We have virtually been eliminated on galvanized sheets and products made from galvanized iron, as the price has been so high the consumer has either refused to buy or has taken his old tub or pail to a tinner and had same soldered up. Undoubtedly after the first of the year there will be a decline on all goods that labor does not materially enter into the manufacture. Where you get close to raw material, there will undoubtedly be a falling off in values. This should speed up business in some lines that have been slow during the past year.

Yours truly,

GEO. A. LOWE COMPANY.
J. R. Cooper, Treasurer.

EXPECT ALL BUSINESS CAN TAKE CARE OFEditor **HARDWARE WORLD**:

We rather hesitate to express an opinion on a subject of this kind, but are willing to state our opinion based on conditions of our particular line.

As manufacturers of tools we expect to have all the business that we can take care of during the year 1918. If we were depending entirely upon the requirements of the hardware trade for this business we doubt if we would be exceedingly busy, but owing to the demands of the government as well as the export market, we feel safe in assuming that we will have all of the business that we can take care of.

While we would not recommend to the hardware trade that they speculate on the market, we believe in many lines there will be a scarcity of finished products which will mean broken stocks. This would apply especially to steel products, owing to the fact that it is necessary to secure priority orders for steel from the government. Also on many lines, the capacity on

certain items will be taken up by the demands of the government. While conditions are very uncertain we would not recommend that dealers buy beyond their requirements as prices are high and dealers would be taking too great a risk in loading up at present prices.

Yours very truly,

VAUGHAN & BUSHNELL MFG. CO.
Irving S. Kemp, Sales Mgr.

PROSPECTS NEVER BETTEREditor **HARDWARE WORLD**:

You ask our opinion of business and trade conditions throughout the territory in which we operate, we can only say that we have been absolutely snowed up now for two or three months.

In spite of the difficulty of obtaining goods, we have succeeded in shipping out in the months of October and November more goods than in the same two months any time we have been in business. December will be a record breaker with us and the prospects for the spring of 1918 were never better.

We happen to be in that part of Texas that was not hurt by the drouth and both this part of North Texas and Southern Oklahoma are flourishing. We are buying a great many of our goods by wire, getting them in by express and are doing everything to keep our customers supplied. We believe we are scratching and back-ordering as few items as in ordinary times.

Yours truly,

ROBERTS, SANFORD & TAYLOR CO.
C. S. Roberts, V.-P.

NO REASON WHY BUSINESS SHOULD NOT BE GOODEditor **HARDWARE WORLD**:

We see no reason why business should not be very good during 1918, provided we can get the goods from the factory and then get the railroads to haul them, but our greatest difficulty now is to get goods shipped promptly, and then get the railroads to haul them after they get them in their possession. We are very much more congested here in the East than you are in the West, and, therefore, are having more trouble than you are.

The crops have been good and have produced the high prices, but there is no reason why business should not be good, barring the fact that a good many of our men have been taken away from the enterprises here and put into the war, which is having its effect, of course. The uncertainty about the course of prices has been somewhat modified by the government having fixed a maximum price on certain goods.

It had the effect of establishing prices somewhat over what they were formerly, but there is still a very great degree of uncertainty about it, which keeps one on the nerve a good portion of the time. All of these things, of course, are dependent upon the war; how long it will continue, and to what extent the government may take the resources of the country.

Yours very truly,

ODELL HARDWARE COMPANY.
C. H. Ireland, President.

Grays Harbor Hardware Co., Aberdeen, Wash., are planning an addition to their store building, which will give them facilities for carrying an increased stock. They had a splendid business in 1917, and are planning for a bigger year in 1918. The foundation will be sufficient to carry a building of four stories. The Grays Harbor Hardware Co. is one of the large factors in the trade in Puget Sound.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

EXPECT GOOD BUSINESS, BUT GIVE MORE ATTENTION TO LINES THAT REALLY PAY MOST PROFITS

Editor HARDWARE WORLD:

Business in Detroit is extremely good in all lines; in fact, we are enjoying a very satisfactory trade on the entire territory which we cover. However, we do find business much better in the larger manufacturing centers.

With our factories running to full capacity and still unable to supply the demand, and with every laborer occupied and receiving the largest wage ever received in our history, we can see no reason why business should not continue good for some time to come. It matters not what class of goods are being manufactured, the fact that everyone is employed is bound to make business good. Perhaps the great increase in the expense of doing business may prevent a large profit, as no doubt most dealers are selling goods today on a smaller percentage of profit than ever before; but, with the present high cost of labor and all material, we do not see how there can be a decline in prices.

It is true, should the war be prolonged, certain conditions will cause securities to fluctuate and the banks may possibly decide that building is unnecessary and curtail their loans accordingly and building interests may as a result be at a standstill throughout the country.

The farmer in certain localities may not be fortunate enough to have a large crop, but that would be only a local condition. Surely there is more money being paid out for farm products at the present time than ever before in the history of our country; consequently, as long as our factories are as busy as at present, we are bound to have a satisfactory business.

In our judgment the average retail dealer does not pay enough attention to the lines that really pay him the most profit.

Auto Accessories.

The Auto Accessory business is still in its infancy and many of the hardware men have completely overlooked it; yet, it is permanently with us. The hardware man should sell all Auto Accessories and not the garage man.

House Furnishings.

House Furnishings is one of the most prominent branches of the hardware business and yet the hardware man in many instances has neglected to properly display this line of goods and we find as the result the Department Store is taking over a great deal of this trade; simply because they understand the system of displaying their goods.

Sporting Goods.

Sporting Goods has always been a part of the hardware business! but, it has been our experience that the average retail dealer is too timid to buy a line sufficiently large to create what he would call a Sporting Goods Department.

Yours very truly,

BUHL SONS COMPANY.

A. H. Nichols, Ass't. General Manager.

READS THE HARDWARE WORLD TO KEEP IN THE GAME

While I am in the general merchandise business in Indiana, yet I still read the "Hardware World," and I certainly want to keep in the game, because I expect to continue to handle a little hardware stock, and perhaps get into it bigger in the future. C. M. STUDEBAKER. Indiana.

PRICES OF STEEL PRODUCTS ON A FIRM BASIS

Editor HARDWARE WORLD:

The Government having established manufacturers and jobbers' selling prices, on the heavy staple steel products that we handle; such as, nails, wire, steel sheets, corrugated roofing, etc., has resulted in reductions in some cases to a great extent.

In my mind—this establishes prices on a firm basis, and the uncertainty of the past year, regarding the stability of prices, has been removed. I see no reason why all classes of trade should not purchase for their legitimate requirements at the present market.

Steel is becoming scarcer and scarcer, owing to the Government's demand. In fact, the whole Steel situation is entirely in the hands of the Government, and all orders are being accepted by manufacturers subject to "giving the Government preference." This is causing considerable inconvenience; but the trade in general, are accepting "unavoidable delays" good naturedly.

With bounteous crops during the past season, which have been sold for cash, and the promise of another good crop, to which a ready market is waiting, we certainly feel justified in being very optimistic as to the future.

Very truly yours,

A. C. RULOFSON.

CUSTOMERS HAVE HAD OPPORTUNITY TO MAKE MONEY

Editor HARDWARE WORLD:

During the year 1917, trade has been unusually active, but the last half has been tapering off, with November the poorest month of the year.

This lessening in volume, we believe, is largely due to our customers feeling that it is time to be conservative and not to overbuy. Speculation, which has been very popular during 1915, 1916 and the early part of 1917, is fast being eliminated. We believe that our customers are figuring as to the effect of peace on present prices, and we believe that most of them, while they are looking for an active business after the War, still realize that this active business must be done at a lower level of price.

During the last few years, our customers have had an opportunity to make money, and the majority of them have accepted the opportunity. Unless our customers have expanded their business, they should have their indebtedness paid off, or greatly reduced. It seems to us that customers who cannot now keep their accounts paid up never will be able to do so, and consequently should be classified as undesirable customers.

Trade Acceptances.

In regard to Trade Acceptances, would say that the opportunity presented to the retail merchant during the last two years should have strengthened his position so that it would be unnecessary to use the Trade Acceptances. We have not asked our customers to give us Trade Acceptances, and, unless there is a greater stringency in the money market than we have seen up to the present time we do not expect to do so.

It seems to us that business for 1918 will necessarily be diverted from luxuries to necessities. Speculation should be, and we believe will be, largely eliminated during this coming year. We find our customers looking the situation over carefully and working along more sane and conservative lines, and we feel very certain that the retail merchants from now until the close of the War will be very careful and conservative, and will continue to use the intelligence that they have been using during the past ninety days.

Yours very truly,

THE BOSTWICK-BRAUN CO.

H. L. Thompson, President.

EXPECT FIRST SIX MONTHS TO BE UNUSUALLY GOOD

Editor **HARDWARE WORLD**:

We believe that business and trade conditions during the first six months of 1918 will be unusually good.

The prices of all commodities are high. The farmers had unusually good crops last season in nearly all territories and received unusually high prices for their products, so that the farming communities have proportionately more money to spend than ever.

On the other hand, the laboring men of our country are receiving higher wages today than have ever been paid before to labor in any country at any time.

Furthermore, every man and woman who can work, can secure a position at unusually good wages. Therefore, the laboring classes of our country are in position to buy commodities in larger quantities than ever before.

Our country has been through eight months of great uncertainty on account of our entering the World War. This uncertainty has now given place to a very definite certainty. We are beginning to see more clearly what is before us and while we will have from one to three million troops in the field and in process of preparation, yet there are over one hundred million of our people that will have to be provided for and that will have to continue living in a more or less normal way.

In addition to this, our government and her allies are spending hundreds of millions of dollars in our country in the manufacture of merchandise, munitions and supplies for our armies at home and abroad. This large expenditure puts into circulation a tremendous amount of money in the way of wages and covering the cost of materials. This gives the public a greater spending power than ever before.

If weather conditions are suitable during the early spring there should be a large spring business. The fall business, of course, will depend largely on crop conditions and other conditions that develop during the spring and early summer months.

Every jobber and dealer needing goods for the next six months should not hesitate to purchase early—but conservatively. Goods should be for earlier shipment this year than usual on account of the unusual manufacturing conditions which every manufacturer is facing today—that is, scarcity of labor and scarcity of materials; furthermore, on account of the unprecedented railway conditions, car shortage, embargoes and delays in transit.

In our particular line—Continental Screen Doors and Window Screens—it is more necessary than ever before to place definite orders for early shipment.

Yours very truly,
THE CONTINENTAL COMPANY.
W. D. Biggers, Secy. and Gen. Mgr.

BUSINESS AHEAD OF LAST YEAR NOTWITHSTANDING UNFAVORABLE CONDITIONS

Editor **HARDWARE WORLD**:

We have just passed through one of the worst drouths this section has ever known, but our business for the year has been a little above 1916. We account for this by high price of cotton. As 1917 cotton crop sold for twice as much as 1916 cotton crop.

Camp McArthur has been located here, and we received a very large volume of trade on this account. We had a good rain the last two weeks, and farmers are now feeling hopeful. Sowing lots of grain. With high price of all kinds of farm products we look for a big business in 1918.

Yours very truly,
HERRICK HARDWARE COMPANY.
C. A. Sherman, Secretary and Treasurer.

1918 WILL BE AN EXTREMELY BUSY YEAR

Editor **HARDWARE WORLD**:

It is our opinion that in the various metal trades, 1918 will be an extremely busy year, especially as it now appears the war is to continue over that period. The United States and the Allied Governments' demand will be very heavy and the ability of the metal trades to meet it will depend largely on the ability of the Government to help in regulating the supply of labor and materials necessary for the production of this Government work. This, of course, applies chiefly to manufacturers and we do not pretend to be in position to speak for its effect upon the merchants.

We presume, however, that more and more, everything will be determined by the question, "Will this help to win the war?" and that merchandise which will have a bearing on this question will be regarded as necessary and that other merchandise will necessarily be curtailed as to production and consequently as to distribution.

Respectfully yours,
J. H. WILLIAMS & COMPANY.
J. H. Williams, President.

EXPECT A NORMAL TRADE

Editor **HARDWARE WORLD**:

While business conditions in many respects are very unusual and without precedent, we are of the opinion that in the main they are very satisfactory and that the Hardware and Implement Dealers are going to have a good demand for such lines as we manufacture—at least since over 90% of our output is used by the farmer and we are all of us going to be very dependent on him for our daily bread, especially under war conditions.

With the scarcity of farm labor, which is very apparent and with the unusual demands now being made upon the farmer for food supplies of every kind, he is going to require all the labor saving machinery and devices which he can procure to meet the conditions.

We, therefore, anticipate a normal trade at least in such goods as we manufacture.

Yours very truly,
HUNT-HELM-FERRIS & CO.
B. B. Bell, Sec.-Treas.

EXPECT HIGHER PRICES AND CURTAILED PRODUCTION

Editor **HARDWARE WORLD**:

As to what our information is for business and trade conditions for 1918 would say so far as the file business is concerned, there are two distinct conditions in sight. One is higher prices and the other is curtailed production. Certain sizes of steel are not procurable at any price and the constant dwindling away of skilled labor that the army has taken will certainly make less production. There are enormous other subjects that might be followed on this line of thought of which we have not time to write about at this time.

Yours truly,
DELTA FILE WORKS.

TAKES THE LEAD.

I want to congratulate you on the ever increasing merit of the "Hardware World."

It sure is chuck full of readable, interesting matter.

The "Hardware World" easily takes the lead of every hardware paper in the country; it certainly sets the pace. **T. D. McLEAN.**

GOVERNMENT RESTRICTIONS LIMIT MATERIALS

Editor **HARDWARE WORLD**:

Business and trade conditions throughout our territory, comprising the State of Wisconsin, have gradually declined since June and especially in the building line and with the Government restricting the supply materials and owing to the disability of the railroads to forward freight shipments, the outlook for 1918 is not very promising.

Adding New Departments.

Our own experience has shown that it is necessary for us to add new departments and we have added, during the last few years, the automobile accessory department, to make up the losses in the house furnishing department, which is almost monopolized by the department stores and the 10c stores at this time.

We are looking around now to see if we cannot add still another department that would make a good addition to the hardware line.

Yours truly,

PHILLIP GROSS HARDWARE & SUPPLY CO.
By Chas. E. Mueller, Secretary.

EVERYBODY SHOULD FEEL GOOD

Editor **HARDWARE WORLD**:

Everything seems to be in satisfactory shape and gives promise of the continuance of the present activity well into the year 1918. Feeling is optimistic and, on general appearances, everybody should feel good.

Accessories Most Satisfactory.

Automobile accessories at the present time are exceedingly satisfactory. This industry is certainly a boon to the hardware trade. We have just closed our first year's experience in jobbing this line and would give out the volume of business we have done in this line but for two reasons: First, modesty; second, that some "Doubting Thomas" among our competitors might be provoked to insinuating some doubt as to the accuracy of our representations.

In the hope that we have replied to your inquiry as you would have, and with best wishes, we are,

Yours very truly,

THOMAS-OGILVIE HDW. CO., LTD.
R. J. Ogilvie, President.

BELIEVE PRICES NOW AT TOP NOTCH

Editor **HARDWARE WORLD**:

Our trade with most factories is unusually good, and it is difficult to understand why our retail trade is not better than we find it at present, except that we are fully aware of the discouraging element as regards builders' hardware.

The writer is inclined to believe that prices are at top notch, and that declines cannot help but follow soon irrespective of war conditions, unless indeed wages and salaries are increased more proportionately.

I would not venture a guess as to trade conditions in 1918.

Yours truly,

VONNEGUT HARDWARE CO.
Franklin Vonnegut, Pres't.

EXPECT SHORTAGE OF GARDEN AND AGRICULTURAL TOOLS

Editor **HARDWARE WORLD**:

With us, there are principally three things occupying our minds and attention these days, the War—material and labor shortages—and Railroad Embargoes.

We need not emphasize the seriousness of this world struggle, or its effect upon the business and social interests of our great Nation. Three words express that alone which can save us—"Victory, for Democracy."

Regarding present business conditions, we believe

same to be quite satisfactory, at least in Hardware and Metal lines with which we are most familiar. On our product, Garden Cultivator-hoes and Weeders, the demand thus far shows double that of last season and we fully expect it to go beyond our possible output.

The Railroad Embargoes present a serious situation, for, if seasonable goods such as ours, cannot be moved within a certain period, the would-be profits from the manufacture, sale and use of such goods, are lost for an entire season.

In consequence of these various conditions and the great need of our country for increased production, we predict a shortage of Garden and Agricultural tools next Spring and we therefore believe it essential and the duty of Jobbers and Dealers to take in shipments at the shipper's convenience, regardless of specified shipping dates, inventories, etc., if they would do all they can to have goods in stock when such goods are needed.

Thanking you for the consideration, we are,

Yours very truly,

C. S. NORCROSS & SONS.
Per L. Roy Norcross.

EXPECT BUSINESS TO MAINTAIN PRESENT LEVEL

Editor **HARDWARE WORLD**:

It is our opinion that trade in this territory will remain at or near its present level during 1918.

As Auto Accessories, House Furnishings and Sporting Goods are for the most part non-essentials we believe the trade will be forced by the many circumstances affecting all luxuries to play safe by confining their attention to staple lines or at least to maintaining no more than their present pace.

Yours truly,

BEN WILLIAMSON & CO.
By W. J. Williamson.

BUSINESS DEPENDS ON CROPS

Editor **HARDWARE WORLD**:

Trade conditions in our territory are rather quiet owing to the fact that our wheat crop was very short this past season. As to what the outlook for 1918 will be, we cannot say as it is entirely too early to make any prophecy of what our harvest next season will be, and our business depends altogether on crops in this agricultural district.

We believe that retail dealers from choice, as well as necessity, are beginning to confine their purchases rather largely to necessary things, and in our opinion this is a healthy condition and one which will stand the retailer in good stead when the reaction takes place, and also if generally carried out, be a great assistance to our government at this time.

We remain yours truly,

THE FRANK COLLADAY HDW. CO.
By Chas. S. Colladay.

The Shanklin Hardware Co., Nogales, Arizona, have recently been adding materially to their stock. They did a good holiday business in silver, cut glass, and household furnishings, as well as toys.

HARDWARE WORLD AHEAD

The **HARDWARE WORLD** is ahead of any publication that we know of, its business suggestions and ideas are always sound and safe, and its news of general interest is of much value to us. For the enclosed remittance, please put our subscription three years ahead.

BARR BROS. CO.

"YOU NEVER CAN TELL"

Editor **HARDWARE WORLD**:

We hesitate to give you our opinion on what is going to happen in 1918.

"You can't tell what a day is going to bring forth," was never more applicable than now.

Trade conditions in our territory are very well expressed by one of the old darkies on the plantation. He lived on back part of place and did not see him often, sent over and asked him how he was getting along. He sent word back, "He was gaining onto prosperity so fast he hardly knew what to say."

Sincerely,

LEE RICHARDSON & CO.

R. M. Kellogg, formerly Pacific Coast sales manager for the Simmons Hardware Co., has accepted a position in the hardware department of the Pacific Commercial Co. of Manila, P. I., where he expects to remain.

ACCESSORY JOBBERS' CONVENTION

Editor **HARDWARE WORLD**:

The next convention of the National Association of Automobile Accessory Jobbers will be held in New York City, January 11th to 16th.

As January 11th and 12th are the last days of the automobile show, the convention, following on the heels of this show will probably be widely attended by automobile accessory jobbers from all parts of the country.

This Convention will be held at Hotel Astor, and Commissioner Webster is expecting a full attendance.

1918 OUTLOOK SPLENDID IN TENNESSEE

Editor **HARDWARE WORLD**:

Trade conditions throughout the territory we cover are unusually good and the outlook for 1918 is splendid. We are situated in the heart of the coal mining fields and every mine is running full time. We believe we can expect business to be good for sometime to come.

Yours very truly,

JELICO HARDWARE COMPANY.

HOPEFUL FOR YEARS TO COME

Editor **HARDWARE WORLD**:

We are among those who are very hopeful for business, not only for 1918, but for some years to come; yet we cannot give you an opinion on business or trade conditions that would be of any value to you, as so much depends upon transportation,—not only transportation on land, but transportation by water.

We believe that no manufacturer need fear for good business if he does his part. By his part we mean a well equipped and up-to-date factory and competent salesmen for both domestic and export business.

Yours very truly,

JOSEPH DIXON CRUCIBLE CO.,
Geo. E. Long, Vice-President.

The Pioneer and Sumner hardware stores at Marshfield, Oregon, have been consolidated, and have moved into a new building to give them increased facilities for the record business which they are anticipating for 1918. They are quite optimistic as to the outlook.

..... KNOWS WHERE TO GET HELPS
: As I will engage in business on the first of the :
: year, and the **HARDWARE WORLD** was always an :
: inspiration and a help to me over the rough :
: places when I was formerly in business, please :
: enter my name on your subscription list. :
: G. M. BIGGAR. :
: California. :
:

HEATER BUSINESS DEPENDS LARGELY ON BUILDING OPERATIONS

Editor **HARDWARE WORLD**:

We consider it rather difficult to express an intelligent opinion of business and trade conditions for the year 1918.

If building operations are going to be as slack next year as they have been toward the close of the present year, we are very much afraid that it is going to materially interfere with our heater business, because if new houses are not being built, furnaces will not be required.

Therefore, based upon the above statement, it is almost impossible for us to predict what next year will bring forth, although it is our aim to operate our plant to full capacity as long as we possibly can, and when our warehouses become filled up with heaters, we will then of course stop manufacturing.

We are maintaining an optimistic view right along, and would state that we have enjoyed a very nice business this year, our warehouses being practically empty.

Of course the Boomer has become very generally known throughout this immediate locality, and where once introduced, we maintain our dealers.

Let us hope that 1918 may be as good as 1917.

Yours very truly,

THE HESS-SNYDER COMPANY.

F. H. Snyder, Secretary.

MEXICAN TROUBLE HANDICAPS BUSINESS

Editor **HARDWARE WORLD**:

Our principal business has always been with the Republic of Mexico, but embargoes which have been established for the last two months, approximately, on a great many articles in our line, have handicapped our business considerably; this coupled with the revolution which has been going on all the time in that country, and merchants are not encouraged but afraid of investing in goods for any more than one or two months' supply. All this naturally, affects us directly, and the outlook for 1918 does not seem very promising from present indications.

Yours truly,

A. DEUTZ & BROTHER.

SITUATION COULD HARDLY BE BETTER

Editor **HARDWARE WORLD**:

The situation as to prospects, the long vision of business possibilities, we doubt could hardly be better. The very high prices of merchandise, generally has not proved a hardship in the light of the extraordinary appreciation of Farm Products and well bears out the old theory of the protective tariff, that a man, with good wages, even though such wages have less purchasing power, is infinitely better off than low wages and low priced necessities.

Comfort of Full Pocket Book.

There is hardly any comfort quite so intense as that of a full Pocket Book. And, upon necessity, a man can patch up his trousers, and mend his old shoes, and wear his old hat for an indefinite period of years, and as far as sustenance of the body is concerned, the Civil War taught the South what little it did take to sustain life.

In so far as the outlook for 1918 is concerned, that is extremely problematical, with the National situation becoming more and more acute with no solving the future outcome as to the length of time all of us must bear a part of the burden for the achievement of a World Peace. Presumably, the only theory to work on is to have as much confidence in ourselves, our business, as we have in the eventual success of American arms.

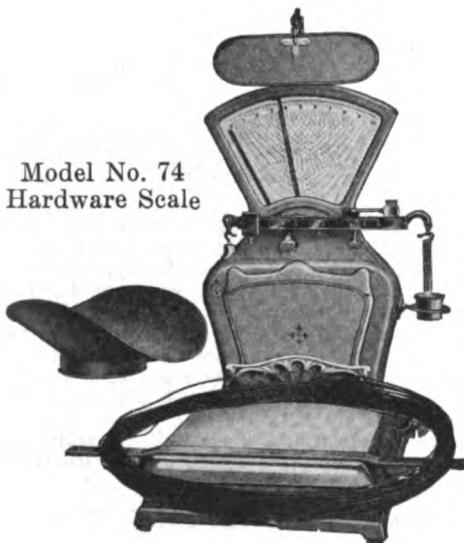
Very truly,

A. BALDWIN & CO., LTD.

W. M. Pitkin.

DETROIT AUTOMATIC HARDWARE SCALE

A Machine that Automatically
pays for itself in the saving of
time and overweight.



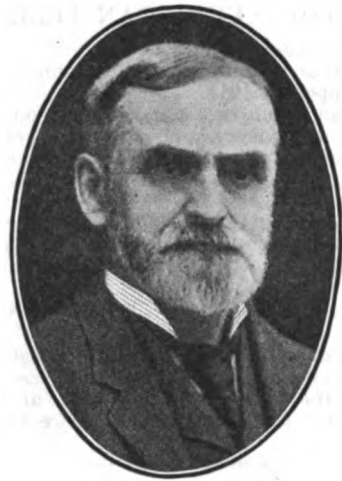
Model No. 74
Hardware Scale

It tells instantly and Automati-
cally the Weight, Price and
Value of any commodity
placed on the platform

Sold for Cash or on Easy
Monthly Payments

"Ask Us About It"

Detroit Automatic Scale Co.
Detroit, Michigan



PASSING OF "DADDY" N. R. STREETER

The trade throughout the country will learn with sincere regret of the passing of "Daddy" Streeter, as he was familiarly known to the hardware fraternity throughout the country, which occurred at his home at Syracuse, N. Y., recently.

Mr. Streeter was a pioneer commercial traveler in the hardware line, having been longer engaged as such than any other man in the country.

He was a native of New York, born on October 17, 1838.

In early life he learned the shoe making trade, and was engaged as a shoe manufacturer and dealer until he began his career as a commercial traveler. For the past forty years he had made it his business to travel almost continuously, his business taking him through every state and territory in the Union.

For the last twenty-four consecutive years he has made at least one yearly trip to the Pacific Coast.

He was the inventor of the first sensible detachable sad iron handle, known as the Streeter Sad Iron, and at the time of his death was sales agent for the Colebrookdale Iron Co.

He was likewise engaged in the manufacturing business on his own account making slicing machines, developing considerable business on this line.

He is survived by a widow, two daughters and one son.

His genial smile and optimistic manner will be missed by those to whom his visits were always a pleasure.

THE A. WILHELM COMPANY INSURES EMPLOYEES

In line with the progressive policy of this well-known company, group insurance for all employees has been arranged for, providing protection to their families by a death benefit plan giving a year's salary to the families of deceased employees, at a time when the trials are greatest. This insurance benefit is provided without expense to the employees, and includes everybody connected with The A. Wilhelm Company. This company also gives a Christmas bonus to all employees, amounting to five per cent of the year's salary of each employee.

DESIRABLE CUBAN CONNECTION

Messrs. Gonzales & Co., 33 Mercaderia, Habana, Cuba, desire to get in touch with American hardware manufacturers with reference to becoming Cuban representatives of them. They state they are well connected in the Cuban market, and have had much experience in hardware lines. Correspondence may be conducted in either English or Spanish.

Read This Comprehensive View

Editor **HARDWARE WORLD**:

To give you a direct answer before we explain our reasons for it, would state that we are most optimistic on the outlook, and really believe that the year 1918 for our line of pumping machinery promises, provided the raw material is available, to maintain, at least, the large volume of business that we have enjoyed during the year 1917. At the present writing the curve of sales has still an upward trend, regardless of the fact that export business has been considerably curtailed by the war. So with the trend still upward and an enormous demand in sight through all fields of manufacture and agriculture, we can only see an even greater volume for the year to come.

In some localities a wrong impression has been conveyed to the hardware dealers by the action of the Government in reducing the price of iron and copper. In this reduction the dealers look for a decline in the price of the finished product, but this is more than offset by the advance in the cost of labor. The actual difference between the established Government price of iron and copper as compared with the price prevailing before the Government adopted the schedule of prices, really does not materially affect the foundry cost of our product. I am writing now on the hand pump situation, which is the line that your clients are most interested in. The weight of the hand pump is such that a difference of \$10.00 per ton in the price of iron does not materially affect the foundry cost to produce it, but the labor situation is such that mechanics are being drawn away from their regular pursuits for munition and shipbuilding plants, which pay high rates of wage, this making manufacturers of pumping machinery grant inducements to their help to keep them; so these advances, which are constantly made, more than offset the reduction represented by the Government rate of raw material.

The dealer in withholding his purchases is really placing himself in a position where, we firmly believe, will not be able to obtain his material when he actually requires it, and when he does it will be rather at an advanced price than at a reduction. This tendency to refrain from ordering is not general, but it has taken root in certain localities,—possibly through trade organizations conveying the idea that prices were bound to come down. Be this as it may, it is not our idea that the price of pumping machinery will be reduced within the next twelve months and there is every likelihood that prices will have to be advanced.

Then again, the enormous amount of Government business that is being placed for pumping machinery, which business demands priority in shipment over everything else of a private nature, makes the scarcity of pumping machinery apparent, and this condition promises to be more acute rather than to be relieved.

Does it not follow that with these enormous Government purchases of munitions, building material, shipbuilding and other lines of finished product which it must have if the war is to be won quickly, that deliveries of raw material will first be made to the makers of necessary war material before other lines of endeavor will get it? We can take it for granted that this condition will prevail; with this condition confronting us, is it not logical to look for a curtailment in the production of pumping machinery? Can a manufacturing plant run full time if the coal situation becomes more acute? Is it not the opportune time to buy? Is it a time for pessimism for the next twelve months? It is our firm opinion that the supply will not be equal to the demand.

The farmer is the big buyer of hand pumps, he has tilled more land during the present year than was ever handled before, the demand on him for the year to come will be in excess of this, every additional acre

planted means a greater return in dollars and cents, and when in the history of this country has the farmer ever had so much money to spend? He is willing and anxious to expend a fair share of it on improvements; he must have water, lots of it and still more water, as he increases his acreage and his herds of live stock. He must buy pumps, and the well stocked dealer reaps his just reward for his forethought.

It must be understood that no building project, whether it be residential or commercial, is ever undertaken until an adequate water supply is determined upon, so that pumping machinery is a vital necessity,—it is not a luxury, and the dealer not being well stocked to meet the constantly growing demand is bound to find himself in the position of losing the trade on other material by not having what his customer demands.

We have endeavored to point this situation to all of our trade and from the way they have accepted our advices in the placing of large stock orders, we feel that they realize the conditions about to come as well as we do.

The Number 2 Pitcher Spout Pumps and the Competition Set Length Pumps are probably the most important items to the hand pump dealer. These pumps have always been a filler in, so to speak, with the manufacturer. The profit that the manufacturers have made on them would be hard to find with a microscope. They have always been sold at too low a price and even at the present price, which shows an advance of about 75% over two years ago, in carload lots, is not yet commensurate with the expense to produce them.

While these pumps have always been a filler in, and still are a filler in to a great extent, the time is coming when the demand is going to be so great for material on which pump manufacturers can realize a legitimate margin of profit, that it will not pay them to run their iron into Pitchers and Competition Set Lengths, then the price will balance with the other staple lines. All lines of pumps at present prices appear to be well worth the consideration of the trade.

In conclusion, we would state that we are unhesitatingly recommending buying at present prices for the first half of next year, wherever it is possible to do so. We ourselves are only guaranteeing our carload prices and deliveries for a period of three months. On orders for lesser quantity, prevailing prices only are applicable for immediate delivery.

The question of transportation also enters seriously into the situation. It is becoming harder and harder to deliver our material on account of freight embargoes which, though they are lifted from time to time, are sufficiently frequent to cause annoyance to the manufacturer as well as the dealer, and if by chance the Government should take over the railroads to better facilitate the moving of war supplies, it will create a serious situation of manufactured goods for domestic purposes.

In order to overcome all these difficulties, our slogan is, Buy now and in sufficient quantities to tide over the first half of next year. All stocks should be kept up and not allowed to run down with the expectation of getting them replenished promptly, for this may not be possible.

We are pleased to see this question taken up by your paper, for we believe that a campaign of education should be started in the trade by the publications and by the hardware dealers' organizations to show the dealer the real situation.

Yours very truly,

THE GOULDS MANUFACTURING COMPANY.

W. E. Dickey, General Sales Manager.

FORESIGHT IS CRYSTALLIZED EXPERIENCE

Foresight is essential to success. Foresight is the ability to look ahead; to make present analysis of future deeds; to see now the future effect of present success.

Successful men are men of broad vision which takes in the future as well as the present. Statesmen and diplomats are possessed of foresight, broad of vision, tolerant, fair-minded and open to conviction. Big men in business are men of foresight, ready to be influenced by the vision of the future and to take instant advantage of the opportunities that vision discloses.

Narrow-minded men lack foresight; are all-sufficient unto themselves; impervious to argument; hackneyed beyond redemption; therefore limited as to accomplishment. Foresight is an acquired qualification; it comes only as the result of experience.

For this reason a man engaged in any business becomes more and more valuable to that business as he profits by his past experiences; as those experiences become indelibly impressed upon his mind.

Some men gain nothing from experience; do not grasp the psychology of it. Such men are failures. Fortunate indeed is the business that has connected with it men of foresight; for foresight is crystallized experience.

BURNING EDITORIAL GIVES DOUBLE HEAT

A "newspaper log," which will burn from three-quarters of an hour to an hour and a half in any fireplace or stove, is made as follows:

Spread five sheets of newspaper, folded once, on a table, with folded end toward you, and begin to roll in a fairly tight roll. Before the first section is completely rolled, insert a second section. Add newspaper until a roll from two to three inches in diameter is made. Before finishing the last section of the roll fold back all the sheets except the outside one, so that only one sheet remains. This should be pasted around the roll.

You now will have a solid roll of paper about eighteen inches long, which may be cut in two or three pieces. Each piece then should be saturated with kerosene. A quart or two may be poured in a pail, and the rolls, inserted on end, should be left to soak for several minutes.

It may be that some especially vitriolic or sulphurous article written by a muck-raker would increase the heat.

"The undertaker is feeling very jolly this morning."

"Yes, three hundred young doctors were graduated last night."

TALE OF A ONE DOLLAR BILL

This old rhyme is going the rounds again, having been resurrected from somebody's files. It has a good moral. Print it in your store or local paper.

A citizen went downtown to spend
Some of his hard-earned dough;
And in a merry jest, and just
To show his printing skill,
He printed his initials on
A brand new dollar bill.

He spent that dollar that same day,
Down in a grocery store;
He thought 'twas gone forever then,
And he'd see it no more.
But long before the year rolled by
One day he went to fill
A neighbor's order, and received
That same old dollar bill.

Once more he spent that dollar bill
In his own neighborhood,
Where it would do himself and friends
The most amount of good.
Four times in two years it came back,
As some bad pennies will,
And each time he'd go out and spend
This marked one dollar bill.

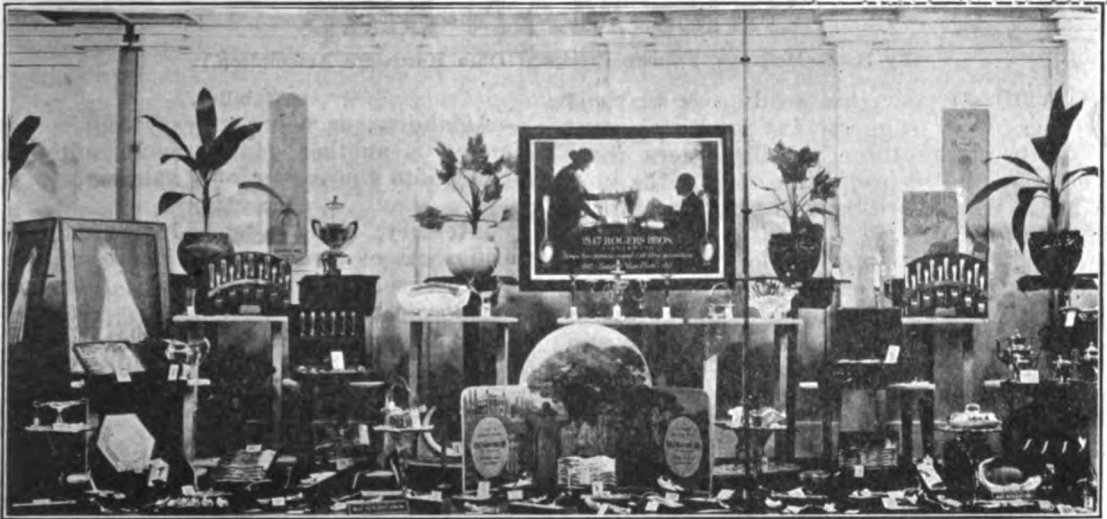
Had he been wise that dollar might
Be in the town today;
But just about two years ago
He sent it far away.
The people who received it then
I know have got it still,
For 'twas to a mail order house
He sent his dollar bill.

No more will that marked dollar bill
Come into this man's town,
And nevermore will it help to pay
The taxes he planks down.
He put it where it never can
Its work of life fulfill,
He brought about the living death
Of that one dollar bill.

If you want to know whether you are destined to be a success or a failure in life, you can easily find out. The test is simple and infallible. Are you able to save money? If not, you will lose. The seed of success is not in you.—J. J. Hill.

One of the questions in an examination on the subject of stock raising was: "Name four different kinds of sheep."

An aspiring youth gave this for the answer: "Black sheep, white sheep, Mary's little lamb and the hydraulic ram."



AN ATTRACTIVE SILVERWARE DISPLAY

This attractive display recently made by C. B. Hunt of Pettee's, Oklahoma City, Oklahoma, of 1847 Silverware is indicative of what a busy man can do, for there is no one whose time is more fully occupied.

The background is made with removable panels out of Ezy-built board. These may be changed or repainted at a very small cost.

The main idea of having them removable panels is to allow easy access to any part of the window.

This window is 22 feet long, with only one door at the end, but with panels so that they can be lifted out so one can get to any part of the window to take an article out or to trim a section in any part of the window.

This is a great help, especially at Christmas time, because clerks have to take out so many things that are novelties, of which of course only a small stock is carried.

Mr. Hunt believes that an attractive background is very important in windows. It is a good policy not to have it too elaborate, so as to attract too much attention from the goods that are shown, but a good background is like framing a picture, because it shows the picture to the best advantage, and often times brings out the true beauty of the goods displayed.

The background of this window was painted silver gray, and the panels are cream colored alabastine. The oval fixtures are the same color, the background is all in dull finish. Flat wall finish is used so it could be washed off with soap and water when soiled.

Thousands of HARDWARE WORLD subscribers handle silverware, cut glass and table ware and can profit by Mr. Hunt's idea.

TALKING-POINTS OF ALUMINUM WARE

A splendid argument for the dealer or salesman to use in keeping before his customers the merits of aluminum ware is to emphasize the following talking-points, says a manufacturer:

Aluminum ware is non-poisonous and non-corrosive.

It is easily cleaned and heats very quickly.

It is light in weight and exceedingly durable.

It is beautiful as well as economical.

There is always a field for aluminum ware as well as enamel ware. Often people who will not pay the price for aluminum ware will purchase enamel ware, and one line helps to sell the other. It is always well for a dealer to carry a complete stock of both aluminum and enamel ware.

Your balance in the bank of health is not the result of a single big deposit, but the sum of the little deposits that you have put in from day to day.

COLUMBIAN BRANCH MANAGERS PROMOTED

The Columbian Rope Company of Auburn, New York, has announced the appointment of W. V. Hawkins to the position of Manager of their New York branch at 31-35 Burling Slip.

For the past six years Hawkins has been Manager of the Chicago branch of this company and prior to that time acted as general salesman, calling on the jobbing trade throughout the entire country. He succeeds G. B. Granger who has severed his connections with this company.

The Chicago branch of the Columbian Rope Company will be in charge of T. A. Hansen who for the past three years has served as Mr. Hawkins' assistant.

O. S. and B. Sampson, have taken the stock of hardware of the Leavenworth Mercantile Co., and will conduct the business under the name of O. S. Sampson & Son at Winton, Wash.

Hull Bros., Redwood City, Cal., report having a most excellent business in 1917 and are preparing for an even larger business in 1918. They have an attractive store and carry a full line of everything pertaining to hardware, sporting goods, fishing tackle, house furnishings, paints, oils, implements.

Sales-MAN-Ship

(By H. B. McGrath, Former President Ohio Hardware Association.)

DO YOU see how this heading is written? Does that suggest anything to you? Without the three middle letters there can be none and in proportion to just the kind of a MAN who is selling will salesmanship be efficient.

Fifty-fifty is a term which is quite the vogue of late, and this can be very aptly applied to the retailing of merchandise, as the two most predominating factors I deem, are buying and selling. A good buyer and a good salesman is a most sure winner and a pair hard to beat.

There is a saying, "Goods well bought are half sold," then surely the other half is up to the salesman and it is in regard to the latter I would pen a few lines.

Sales-MAN-Ship.

Much has been written and much has been spoken on the subject of Salesmanship and I do not profess to know who is the man who put the man in Sales-Man-Ship, but it is there and should be in big type. The Sales-ship would certainly flounder and sink if it hasn't a Man (not a weakling) at the helm.

Not all good salesmen are born, some are made, so if anyone is of the opinion that because they are not born a salesman, same can not be cultivated, they should disabuse their mind of that fact for such is not the case. I have known of many cases bearing this out, only one of which I will cite.

Can Be Developed.

A young man from a small town in the Hoosier State secured a position as traveling salesman for a large jobbing house with whom I was employed. He started on the road and after quite some time he was called in and told his services were no longer required; after a fervent plea he was given another chance and by hard endeavor and close application together with a most honest and honorable disposition, he won out and today is one of the most successful men on the road, and what was true in this case can be done in others. A salesman in order to be successful must possess himself of the following requisites, viz.: Honesty, Adaptability, Affability, Integrity, and Personality.

Honesty.

Honesty is the foundation stone upon which success in any sphere of life must be grounded and especially in salesmanship.

Adaptability.

Adaptability is a prize quality and one to be greatly coveted, as a salesman who can adjust himself to any situation or can conform himself to the many trying and intricate incidents and people that he is thrown in contact with, as the saying goes, is "Over the top."

Affability.

Affability, or being of easy and courteous manner, is another quality which enters very largely into the career of a salesman.

Integrity.

Integrity, being a state of soundness, or uprightness of character, is most essential and must be reckoned with in order to be a successful salesman.

Having the aforesaid four qualities firmly imbedded in one's makeup it will give him a personality which will distinguish him, and that is what counts.

A salesman should be alert to the wonderful bearing the art of suggestion has in the selling of goods, a clever hint, the spontaneous allusion to something else in connection with an article purchased is the means of making many sales which would not otherwise be made.

Study Your Prospect.

I have always been very strong on this and it has brought me many an added sale, but in doing so one should be somewhat a reader of character. It is a most excellent thing to study your customer, acquire a knowledge of their habits and peculiarities and adapt yourself to them.

This I have given particular attention to, and it helps wonderfully in approaching a person, and by the way, your approachability makes a deep impression on the buying public today, and goes a great ways in the starting of one's success or failure as a salesman.

Mistake Many Make.

One serious mistake made by a great many salesmen and some few proprietors is to continue the doing of some routine work in which they are engaged instead of immediately giving their attention to a customer upon their entry.

They should immediately be approached in an easy, pleasing and casual manner and appropriate salutation, never anticipating a person's wants, but to the contrary, give them the opportunity of expressing their wish or want and then do your part.

How many times have you heard the expression, "Want something," "Something you want to buy?" etc., in a gruff, freezing manner.

It's a 100 to 1 shot that he wants something or he wouldn't come in. I have been up against this many times in making purchases and also observed it in my travels among the retail stores and precaution should be used to avoid such lamentable and easily avoidable shortcomings, hence, I say approachability is a very necessary and valuable acquisition to these other qualities for a successful career as a salesman.

In the cities where the telephone is used so extensively, and which naturally tends to keep our patrons away from our places of business to a great extent, opens up another avenue in which a salesman can prove himself of inestimable value, in making up somewhat the loss sustained by the customer not getting into the store, where he sees the stocks and displays and so often picks up articles merely from seeing them.

There is no question but what the telephone in some respects works an injury to the Retailer and means must be used to offset same as much as possible. One should always be on

his guard, no matter what his state of mind may be, speaking in a well modulated, pleasing tone of voice, as there is nothing more annoying or vexing than to converse with one who is gruff and short in his manner of speech and apparently a grouch.

I have come in contact with many of this kind and like to do business with them about as much as a mouse likes to play with a cat, and I am no different in this respect than many others. He should make it a point to be very solicitous as to his customer's wants and cater to his demands, over the phone equally as much as in the store.



THE VILLAGE BLACKSMITH WINDOW

This Village Blacksmith Window was based on Longfellow's poem, two verses of which were printed on the wall, the wall being painted to represent bricks, shading from a grimy gray to a bright red brick color. The central figure was a mechanical dummy standing at a forge, which was very realistic with its flaming red fire and red hot horse shoes.

The blacksmith works the bellows with "measured beat and slow." The floor was gray with a design formed from horse shoes, horse shoe nails, toe calks, files, rasps, drills, washers, etc.

Around the edge was a border of bright red with the name of the firm laid out with blank nuts.

The anvil, block, tub, forge, etc., were tinted to harmonize with the background, and the red light cast a glow over everything as though from a brightly burning forge.

This window was awarded two cups in a contest recently held at Eugene, Oregon. The grand prize for the best novelty window, also a cup for the best hardware window.

It was the center of attraction, large crowds being always in front of it as long as it was installed.

This was the work of Mr. W. W. Cummins for the Griffin Babb Hardware Co., whose work has been awarded many prizes.



A TYPICAL OHIO HARDWARE MAN

There is no one who has made a closer study of the hardware business than H. B. McGrath, former president of the Ohio Hardware Association, no one who takes a more active interest in everything pertaining to the welfare of retail merchants.

During his connection with the Ohio Hardware Association, some two hundred members were added to the roll. The Ohio Association is often spoken of as one of the most efficient organizations of its kind in the country.

It has been fortunate in having good executives, directors, and a live secretary.

Aside from this Mr. McGrath is one of Cleveland's progressive hardware merchants. He is a native of Cleveland, born of Scotch-Irish parents. When fifteen years old he went to work in the wholesale hardware house of William Bingham Co., remaining with them ten years, in various capacities from errand boy to traveling salesman.



He engaged in the retail hardware business on his own account some twenty years ago, and has done a successful and increased business in builders' hardware, mechanic's tools, paints and house furnishing goods, as well as doing a general plumbing and sheet metal business.

He is a man of character, pleasing personality, and a worker in every sense. He has traveled extensively not only in the United States, but throughout the western hemisphere. He is an interesting and well informed man, not only on business matters, but upon those things that make for everything that is best in the life of the American business man.

F. J. RIES HAS TOO MUCH "SPRING" TO TAKE IT EASY

Mr. F. J. Ries, well known representative of the Chicago Spring Butt Co., Chicago, had the misfortune recently to slip and fall in San Francisco, causing what he thought was a slight bruise on his left arm.

He gave no further thought to the matter, thinking it was only a slight abrasion, and went about his work, but he has had quite a serious time, blood poisoning having set in, confining him to the hospital for several days for treatment.

To a man that is as active as Mr. Ries this enforced vacation from work was especially galling. His friends in San Francisco tried to amuse him, but he much preferred being out where things were being done and meeting his friends in the trade.

We understand, however, that he is now able to make his accustomed round of calls, and his friends, who are only limited by the number of his acquaintances, will be glad to meet him again.

SERVICE OVERSEAS

Hardware men are wanted for early service overseas. The men in the front line trench need the help and co-operation of skilled men back of the lines, and hardware men are wanted at once for the Enlisted Ordnance Corps, National Army.

Uncle Sam is calling on our trade to come across and help his fighting men. There is a lot of work to be done over there, and the call has gone out for hardware men between the ages of 18 and 40 who want to do their bit, and who know their job.

Modern war is a tremendous business, and the army that wins, is the army which has the best equipment and the best men. The men are over there now—they are ready to go ahead, but they still need experts in our line to repair and maintain their equipment. There is a fine chance for every man who wants to help. Write to the Chief of Ordnance, War Department, Washington, D. C.

Allison Davis Hardware Company of Mesa, Arizona, have sold their stock of hardware and implements to E. G. Attaway and P. Latham. The firm name will be known as the Attaway-Latham Hardware Company.

The Alpha Hardware & Supply Co., Nevada City, Cal., recently threw open to the public their handsome new store building, where a public reception and dance was given.



W. W. CUMMINGS AND SOME OF THE CUPS HE HAS BEEN AWARDED FOR HIS ATTRACTIVE WINDOW DISPLAYS

MOVING OR MECHANICAL WINDOW DISPLAYS

W. W. Cummins of the Griffin Babb Hardware Co., Eugene, Oregon, has been very successful in his window displays, and believes in the value of moving or mechanical displays.

He says he finds that windows with life, whether real or artificial, will stop every person that passes the store, where a mere window trim will receive a passing glance from the majority of people.

A moving display can be made to advertise not only the goods in the window but the firm, if it does not, it is a failure.

Of course he does not mean to advocate this kind of a window exclusively, but only enough to keep the public on the "qui vive."

There is no question but what people will stop to see a window display where something is moving, where wheels go round, or where some form of action is evident, who might pass by a window display, in which merely merchandise is shown.

Many manufacturers are glad to co-operate with retail merchants in furnishing such apparatus or contrivance for showing motion. This is something that should be paid far more attention to by the average retail merchant.

The hardware store of J. R. O'Neill of Roseville, Cal., was recently burglarized of a small amount of fire arms and ammunition.

A. K. Maloy has sold his hardware and ship chandlery business at San Pedro, Cal., to his son-in-law, Ted Sweet, who will continue the business under the name of the Fishermen & Cannery Supply Co. They also operate a store at East San Pedro.

PASSING OF POP BENNETT

There was probably no figure in the hardware trade who was more widely known among manufacturers, jobbers and retailers, than W. H. Bennett, known to his friends from the Atlantic to the Pacific as "Pop" Bennett.

Just how he obtained this name we do not know, but probably because of his kindly and fatherly interest and words of encouragement he would bestow upon young hardware clerks or salesmen just starting in life. But he was not only Pop Bennett to the young hardware men, but his associates and employers as well.

In all of his entire career he never lost the human touch, the personality, the interest, in those with whom he was brought in contact.

He was a native of Erie, Pennsylvania, and for a number of years was associated with the Reading Hardware Co. He formed a wide acquaintance not only among the merchants but was known in their families.

A few years later he was connected with the Lawson Mfg. Co., in which he purchased an interest, but some nine or ten years ago he moved to Los Angeles, Cal., being identified with the Hoffman Hardware Co. Later he established the Bennett Hardware Co., Long Beach, and he continued to maintain an active connection with the hardware trade up to the time of his death.

He was one of the organizers of the Chicago Retail Hardware Association, and at one time or another identified with manufacturers, jobbers and retailers at their conventions.

His generosity and kindness were proverbial. A kindlier man, one disposed to deal with others as he would be dealt by never lived than Pop Bennett.

His family have the sympathy of a large circle of friends the country over.

Nordhaus & Sons, Deming, New Mexico, are adding to their facilities for carrying an increased stock of hardware, and report a splendid outlook for 1918.

H. P. Stice, Red Bluff, Cal., have purchased the stock and business of the Alameda Hardware Co. at Alameda, Cal.



E. C. WALDO, PRESIDENT



H. J. HODGE, SECRETARY

The Western Retail Implement, Vehicle and Hardware Association will hold their big convention at Kansas City January 15, 16 and 17. It is no disparagement to other live Associations to say that no convention will be more interesting, helpful or more largely attended than this Kansas City Convention. President Waldo and Secretary Hodge are determined that the 1918 convention will be in keeping with those which have preceded it and the Kansas City manufacturers, jobbers and retail merchants will maintain their reputation for hospitality and entertainment. It hardly needs any word of ours to suggest to our readers in the Kansas City territory to be on hand. They will be there in full force.

Convention Season at Hand

This is the "open" season for Retail Merchants' Conventions. Throughout January, February and March, most of the Retail Hardware Associations hold their annual gatherings. While several conventions have already been held, they follow thick and fast at whatever time merchants consider most convenient, according to their location.

Market and business conditions make it necessary for merchants to confer with one another, to learn of their experiences, to have their suggestions as to how they are meeting the various situations that confront the Retail dealer. By all means we believe it very important for Retail dealers to attend one or more of such gatherings; you can't help but be benefited. Announcement of various conventions are given in this number. You have a wide range from which to choose. If you can attend more than one you will be well repaid.

MARK PURCHASERS' INITIALS ON TOOLS

Here's a real selling idea—by one of our subscribers:

"If I were a hardware merchant I would secure a set of metal stamping dies and would mark the purchaser's initials on every tool I sold. The indelible identification mark would prevent many petty thefts. This favor to my customers would result in winning their good will and should draw me an unduly large proportion of trade."

The store building occupied by the Hayden Supply Co., Hayden, Arizona, which is owned by the Globe Hardware Co., Globe, Arizona, was recently destroyed by fire, the loss being estimated at about \$50,000.

"A woman came into the hospital the other day, and she was so cross-eyed that the tears ran down her back."

"You couldn't do anything for her, could you?"

"Yes: we treated her for bacteria."

TRYING HIS HAND

"I doubt ye are growing remiss, John," said a Scotch parish minister. "I have not seen ye in the kirk these three Sabbaths."

John was not duly abashed. "Na," said he. "It's no that I'm growing remiss. I'm just tinkering awa wi' ma soul masel."

The Monticello Hardware Co., Monticello, Cal., a suburb of Los Angeles, were recently burglarized of \$500.00 worth of cutlery and watches.



J. N. NANKERVIS, PRESIDENT



E. E. LUCAS, SECRETARY

What the Kansas City Convention is to Missouri Valley dealers this month the Pacific Northwest Convention at Spokane will be to merchants in Washington and Idaho. The Spokane conventions are always well attended and President Nankervis and Secretary Lucas with the other officials know how to conduct a successful convention. Our readers in the Pacific Northwest will not be disappointed in attending this. It will be held on January 16, 17 and 18.

BIG MINDS BUILD UP, LITTLE MINDS TEAR DOWN

Big minds build substantial temples of progress upon solid foundations of energy, knowledge and thrift. Little minds, warped by envy, inability and fear, like mice, gnaw and pull at the works of the builders, seeking to tear down and wreck the structures that offer them shelter and whose builders hold out the hand of welcome, seeking to enlist their co-operation in the process of building up for their mutual benefit.

No business organization can reach its highest efficiency until the inevitable wreckers are converted or eliminated. Every successful business has its master-mind, its builder. Fortunate is the business that has no petty, jealous, small-minded constituent, whose every action is a handicap on the progress of that business. The difficulty is to locate that narrow mind and weed it out. This is even more true of great organizations, business, political, religious, etc.

The world owes its advancement to the great minds that build up. The greatest problem is to overcome the tearing down of the little minds. Beware of the men who always take the opposite view; who never acquiesce; who find fault constantly; who invent all sorts of schemes to divert popular opinion. These are the little minds, jealous, sour, bilious and at peace with no man. The thing to do is to locate the men of big minds and follow them. This will drown out the petty ones. Always remember that while big minds build, little minds wreck.—Leon Hattenbach.

ANOTHER MAN WHO WINS

The man who wins is the man who does,
The man who makes things hum and buzz,
The man who works and the man who acts,
Who builds on a basis of solid facts;
Who doesn't sit down to mope and dream,
Who humps ahead with the force of steam,
Who hasn't the time to fuss and fret,
But gets there every time—you bet.

The man who wins is the man who wears
A smile to cover his burden of cares;
Who knows that the sun will shine again,
That the clouds will pass, and we need the rain.
Who buckles down to a pile of work
And never gives up and never will shirk
'Til the task is done, and the toil is sweet,
While the temples throb with red blood's heat.

The man who wins is the man who climbs
The ladder of life to the cheery chimes
Of the bells of labor, the bells of toil,
And isn't afraid his skin will spoil,
If he faces that shine of the glaring sun
And works in the light 'til his task is done;
A human engine with triple beam
And a hundred and fifty pounds of steam.

Tell your townspeople to paint up and clean up, and get ready for spring, and be prepared to equip them in their spring painting needs.

E. M. Baxter, manager of the White Hardware Co., Oceanside, Cal., has severed his connection with the business, and will have charge of the San Diego, Cal., office of the U. S. Rubber Co.

TEXAS DEALERS GETTING READY



President Netzer and Secretary Cox say that Texas will not be a bit behind other live associations; will have their convention at San Antonio, January 22, 23 and 24, and they can assure the merchants who will attend, that they will be glad of it. The Texas jobbers and merchants are always to be depended upon to look after the entertainment of their friends and

every one knows what Southern hospitality is. Texas dealers will be out in good force.

DON'T WEAKEN

A little phrase that seems to have been born among the sweat and backaches of the officers' training camps will do you good in your business. When the young officers are marching and wheeling and plunging ahead with muscles groaning and bones aching, and it seems that an end has come to the world, DON'T WEAKEN comes along and brings new strength. When the boys are digging themselves in from an imaginary enemy and the spade strikes stones and roots and the sun strikes down from overhead and the ground is hard and the body ache grows, DON'T WEAKEN saves the day.

We don't know where the words came from, maybe from the scourge of souls over seas. But it is a phrase we need. The principal temptation of life is to let down just when we ought to strike hardest. The supreme weakness of human character is to give in under strain at the wrong time. At the hardest point is not the place to yield.

When you are driving ahead to beat your yesterday's record, DON'T WEAKEN.

When the sale you ought to have is coming hard—

When you have a job you don't like but which should be done—

When you are working on a new way to do some piece of work in the plant and the point comes hard and the solution seems far away—

When you are trying to get some truth, some change, some improvement across—

DON'T WEAKEN.

Whatever you are trying to do in this world, whatever you are following, whether it is a game or a major aim of your life, get yourself in the habit—DON'T WEAKEN.

Politeness and civility are the best capital ever invented in business.

Work in harmony with your fellow workmen. Don't work at cross purposes.



INDIANA MERCHANTS PROMISE THE USUAL GOOD CONVENTION.

The Indiana Association is one of the pioneers and it is the benefit of the experience of President Stoner and Secretary Corey who are veterans in the work. Indiana Merchants know just what to expect from an Indiana convention and they are not going to be disappointed. Indianapolis claims the privilege of having them this year on January 29, 30, 31.

SUCCESSFUL MEN MUST KNOW

There is nothing more true than the old saying we learned at school, "Knowledge is Power."

Know just what you are doing all the time. Don't guess; know. Knowledge is power; it makes you sure of yourself; it is sure-fire, quick-action and invulnerable. Know your goods. If you are selling something known all about it. If you are selling your services, know what you can do and then play up your good points.

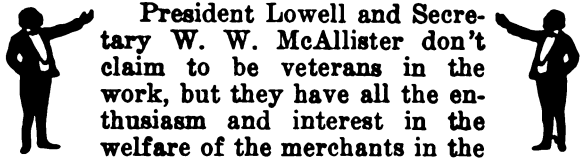
If you are selling merchandise know the reason why it should sell and then play up these reasons. If you are selling both service and merchandise, as in a mercantile establishment, know why the people should patronize you and then tell it to them straight, right from the shoulder.

If you really know what you have to offer, and why, the people will listen and be convinced, because your knowledge makes you impressive.

Successful men study all the time; they thirst for knowledge; they profit by experience. Failures are those who take things for granted; who do their work automatically; who watch the clock; who don't want to learn. Opportunity abounds; it is everywhere. It yields to the man who digs in and finds out why and wherefore. Success is positive in any undertaking if you know your business.

.....
 : We wish to "fess up" the HARDWARE WORLD :
 : as a trade journal is one that can't be beat, and :
 : the three of us can't get along without it. It is :
 : spicy, to the point, and very helpful to every :
 : Hardware merchant and salesman. :
 : We remain a staunch friend of your journal. :
 : PIT RIVER HARDWARE CO. :
 :
 :

MOUNTAIN STATES CONVENTION AT DENVER



President Lowell and Secretary W. W. McAllister don't claim to be veterans in the work, but they have all the enthusiasm and interest in the welfare of the merchants in the Mountain States that belong to any of the older Associations. Colorado this year is going to have the best convention that they ever held; they tell us so and we believe them fully. The manufacturers, jobbers and retail merchants of Denver are going to do their part. Some conditions have arisen in Colorado that will make it worth while to attend. An interesting program and a helpful convention is assured.

James Rogers of the Sanger Hardware Co., Sanger, Cal., has sold his interest in the business to George Serfling, who has taken possession. The other member of the firm, Mr. O. J. Hudson, still retains his interest in the business.

The Oxnard Implement Co., Oxnard, Cal., who handle a general line of hardware, auto furnishings, stoves, ranges, automobile accessories in addition to farm implements of every character, report that they are unusually well pleased with the results of their 1917 business, and are preparing for a larger trade in 1918.

D. D. Phillips has resigned as manager of the Hub Hardware Co., Colton, Cal., and will devote his time exclusively to the farm tractor business. Ira Erichsen, for several years connected with the Hub Hardware Co., succeeds Mr. Phillips as manager. John Moon is president of the Hub Hardware Co., and Mrs. Anna F. Phillips is vice-president; T. E. Moon, secretary and treasurer. They report a most excellent outlook for 1918.



OREGON DEALERS CONVENTION.

It isn't every hardware merchant who has the privilege of writing "Hon." before his name, but here is one President G. W. Hyatt who is entitled to do so. If you wait for him to tell you, you would never know it. He is a big man in his town, but he wouldn't even admit that. He is serving his third term as Mayor of Enterprise, he's been engaged in the banking business for twenty years, is head of the Enterprise Mercantile & Milling Co. and a number of other enterprises in eastern Oregon.

His modesty is proverbial but he will be awful glad to see Hardware Dealers at the Convention in Portland, January 22, 23, 24 and 25.

Salesmanship

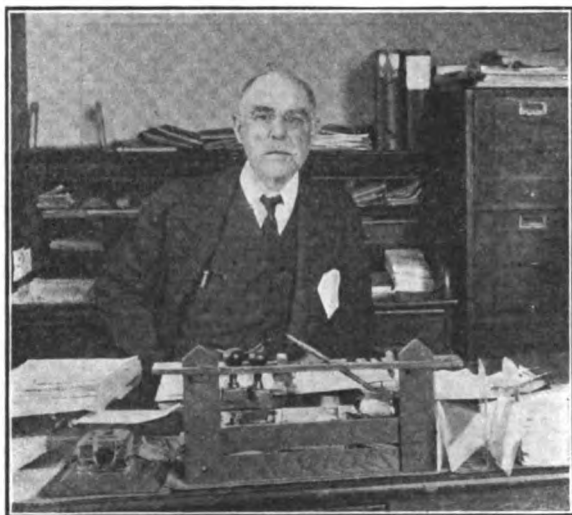
By C. G. Ellerman.

THE OLD WAY

Good Fellow.
Questionable Friendship.
A Good Buyer and Agreeable.
Getting under the prospect's belt with cigars and drinks.
Visiting and wasting time.
Selling Promises.
Special Concessions.
Price cutting.
"Spider" waiting for flies.
Being a gentleman of leisure so he can work during old age.
Just drifting along.
Coming late to work and then attending to details.
Four hours' work per day.
Back at Christams, always in debt.
Can't take advantage of opportunities because he can't get the backing.

THE NEW WAY

Business Man.
Acquaintanceship.
Fair and commanding respect.
Convincing him to sticking to facts and good arguments.
Putting things on a business basis, talking business.
Taking orders with no strings.
Treating all alike.
Giving value received.
Getting out after business.
Working so he can be a gentleman of leisure during old age.
Working with an aim in life.
Coming early to work, getting details over, ready to hustle ten hours, and then some.
Money in the pocket at Christmas, and money in the bank.
Ready to take advantage of opportunities because he does not need backing.



A PATRIOTIC HARDWARE MAN

One of the splendid things that will be noticeable as a result of this great war is that the United States will be more United in thought and purpose than it has been since the days of '76—no North, no South, no East, no West.

No part of the country can claim a monopoly of loyalty or patriotism. It would require a much greater space than is available in several issues to even publish the names of those connected with the hardware industry who are going to the front, making personal sacrifices in various ways, and standing ready to respond to every call.

This is no time for carping criticism, that will probably come later on, but the one thing to do now is to encourage and cheer the boys in "Blue and Khaki."

C. W. Gause, a well-known manufacturers' representative on the Pacific Coast, who has been identified with several of the largest institutions in the country, and who, although a young lad at the time, still remembers the days of the Civil War, has dedicated to "Uncle Sam's Boys" seven verses—one for each day of the week, which not only serve as a daily reminder, but convey a cheering word and a beautiful sentiment.

These verses are copyrighted, but Mr. Gause has had them attractively printed on cards which a number of his friends are ordering to be sent to the soldier boys at the various cantonments and at the front. He is generously furnishing these verses at cost, as the demand upon him for them was more than he could undertake, notwithstanding his generous and patriotic nature.

We know they will be greatly appreciated and enjoyed by every patriotic American—and all hardware men are such.

TO UNCLE SAM'S BOYS

(Copyrighted by C. W. Gause.)

If Monday tempts a shirker's lag,
Hold your nerve, salute your flag
For Old Glory's sake.

If Tuesday's drill should tax your wit,
Go to it with might and grit
For Old Glory's sake.

If Wednesday's work increase the strain,
Brace your back, forget the pain
For Old Glory's sake.

If Thursday's trial should mean more muscle,
Get up high, resolve to hustle
For Old Glory's sake.

If Friday's routine breaks the spell,
Forget the past and train like h—l
For Old Glory's sake.

As Saturday ends your week's career,
Hurrah together, a rousing cheer
For Old Glory's sake.

If Sunday be your day of rest,
Write the one you love the best
For Old Glory's sake.

RATHBONE, SARD & CO. ORGANIZATION

Reference was made in our last issue to C. W. Reed, Vice-President of the Rathbone, Sard & Co., who have recently established branch houses in Portland, San Francisco and Dallas.

In speaking of their institution Mr. Reid said:

"Our company is fortunate in having associated with them men of very high caliber. Our President, Mr. R. E. Sard, is one of the big Eastern men who has given his services to the government without remuneration.

"Our chief executive officer is Mr. W. H. Webster, one of the big, broad-gauge type who carries with him a tremendous power for doing things in a big way. He has been the chief executive officer in the reorganization of the Indian Refining Company and was president of several of their subsidiary corporations. Associated with him on the board of directors are influential Eastern men with very large financial interests.

"It will be interesting to know that we have just completed a large and modern Electric stove plant. With the development of the Electric stove business Rathbone, Sard & Company will take their place as leaders as they have in other lines. Identified with this company is Mr. J. F. Killeen as General Sales Manager. Mr. Killeen is without doubt the best known man in the Electric stove game, having held high positions with the General Electric Company.

"We have just taken into our organization Mr. L. T. Wilcox, known all over the country as an authority on oil stove construction. He has formerly been with the Linderman Hover-son Company.

"Our General Superintendent, Mr. T. W. Sinclair, is a man of wide experience and who has worked his way up to be recognized as an authority on stove construction.

"Mr. White, our General Sales Manager, has been associated with me for many years and has made rapid strides that are equaled by few his age. His associate Sales Managers are all enthusiastic, high grade men, popular with the men and trade."



R. C. KARBERG A MAN WHO PLANTS LITTLE ACORNS

"Great oaks from little acorns grow" is the title of a "speech" which R. C. Karberg committed to memory, and likewise established something of a local reputation as an orator when he went to school in Wisconsin some years ago.

This was in the little Red District School, when his vacation time was spent working on the farm, with an occasional game of "town" ball on Sunday morning when the folks weren't looking.

When he was eighteen years old Mr. Karberg went to college in Madison. He began clerking in general stores in Wisconsin, South Dakota, Montana and Minnesota, finally becoming manager of the stove department of the Powers Dry Goods Co., Minneapolis.

After being several years there he became identified with Cribben & Sexton and sold stoves for them for four years throughout the Northwest until he got the Western Fever and landed in Seattle some ten or eleven years ago. He was connected with the stove department of a local furniture house and with a firm at Spokane, Wash., where he fought their stove battles.

A year ago C. W. Reid of Rathbone, Sard & Co. picked him up, and made him one of their representatives, and as a small territory gave him the six Northwest states.

The showing Mr. Karberg made the first year evidently convinced them they had made no mistake, that both he and his territory were right, for he was put in charge of the branch office and warehouse at Portland, Oregon, as manager.

Associated with him will be Mr. Jacques, also a well-known and successful stove man.

Mr. Jacques will begin cultivating the "Acorns" that have been planted in the Northwest for a number of years, and Mr. Karberg's slogan is much the same, "Watch the Acorns Grow."

FIRST CLASS IN EVERY RESPECT.

I consider your magazine a first class one in every respect, full of good, helpful advice, and I thoroughly enjoy reading my copy.

HERBERT A. MAGNAN,
Havre Commercial Co.



C. F. JACQUES WHO ALSO PLANTS ACORNS

Associated with Mr. Karberg is C. F. Jacques, who has been in the hardware and stove business for over thirty years, and who is as familiar with every part of the Pacific Coast as he is with his own back yard, having traveled from Vancouver, B. C., to Mazatlan, Mexico.

He was connected with the Hoffman Hardware Co. and the Pacific Hardware & Steel Co. during that length of time, and for the last four and a half years he has been paying particular attention to selling the products of the National Enameling & Stamping Co., American Wringer Co., Reliable and Dangler Stove Co. lines in Oregon and Washington.

His experience and acquaintance naturally stands him well in hand in his association with Mr. Karberg.

The "STANLEY WORKERS"

The "Stanley Workers" is a bi-weekly newspaper published by the Stanley Club, whose membership embraces all the office employees, factory foremen, assistants and factory clerks. The purpose of this publication is to keep in touch with the boys who have temporarily left to fight for Uncle Sam.

It is a happy inspiration, because there is nothing that soldiers need more than to feel the hand of fellowship reached out across the seas, as they take their place alongside of our Allies who have been fighting for us, even though we apparently didn't know it, or didn't realize it, for the last two or three years.

Some of the letters published from their enlisted men make very interesting reading.

The W. F. King's hardware store, Prineville, Oregon, was recently damaged by fire, which destroyed an adjoining building. The stock was also damaged by water amounting to \$10,000.

The Garnett-Corey Hardware Co., Medford, Oregon, are preparing to discontinue business. They have been conducting a sale during the month of December.



Here is a unique Window Display made by George & Harris, enterprising merchants of Pomona, Cal. It is a unique conception showing the Pioneer Log Cabin scene surrounded by the rail fence, the American flag occupying a prominent position. The turkeys in front and the roasters made a unique sales appeal and brought the results desired.

SERVICE
Brier Hill Steel
 Company
 A. C. RULOFSON, Pres't

BRIER HILL STEEL CO.
 OF CALIFORNIA

SERVICE
Brier Hill Steel
 Company
 J. S. BISHOP, Sec'y

STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES
WE WILL DO THE REST

Mills at
 Youngstown
 Ohio

Mills
 at Niles
 Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

HOW NOT TO GO TO PRISON FOR EXAGGERATED FINANCIAL STATEMENTS

(Copyright, by Elton J. Buckley.)

In Philadelphia as these words are being written, there is a business man waiting to be arrested. He has just come through a lot of trouble. Four months ago he failed and his creditors put him in the bankruptcy court. At first he thought he could settle with his creditors on about a 30 per cent basis, but this fell through, and he had to turn everything over. His assets were considerable and represented the accumulation of several years. One would think that was trouble enough, but now he is awaiting what will doubtless be the worst trouble of all—arrest on the charge of having given to his creditors, last January, a false statement of assets and liabilities, on the strength of which he obtained new credit, and also an extension of time to pay debts already incurred.

If he is convicted on this charge he will go to prison for a long term.

The plight of this man, who I believe intended no fraud, though it looks as if he did without doubt falsify his statement, has impressed me so that I am going to sound a note of warning here against the slightest exaggeration in statements of financial condition intended either for mercantile agencies or for creditors, as a means of obtaining credit. I asked a man the other day: "Why did you give a statement as false as this? You might have known that if anybody started to open it up they would find its falsity right away." He said: "At that time it didn't seem possible that I could fail. I expected to pay everything so that nobody would have occasion to open it up."

That man has since been sentenced to three years' imprisonment for obtaining credit on a false financial statement.

Only last week the financial statement given by another man, also in bankruptcy, came before me and I found that the bankrupt, in order to swell his assets, had induced his father to deed a certain piece of real estate to him. The property was still to be the father's, who was to continue to collect the rents, but on record it was the son's, because it was in his name.

Here the fraud had a different result. The court held that the bankrupt had not committed any fraud, because the real estate was actually his. His father had unwittingly put himself in a position where he could not claim it as against his son's creditors. He had allowed his son to use it to get credit with, and he could therefore not take it back now, after the credit had been granted on the strength of it. So the father lost the property. Hard luck, you may say, but remember that he was party to the fraud which his son had planned, and which

would have been consummated had he been allowed to take the property back.

I have repeatedly seen business men come to grief by giving out the same statement that they prepared months—sometimes years—before; a statement which was perfectly accurate when first made up. They do this for two reasons: first, because they are apt to say carelessly, "Oh, that's near enough; there hasn't been much change," where the fact often is that there has been a very decided change for the worse. The second reason is that the man whose statement it is, though he knows that his present statement would be worse than his last, is afraid to place that fact clearly before his creditors. And he always hopes that he will be able to pay his debts and that there will therefore be no occasion to open the statement up. Nine-tenths of the men who give padded and exaggerated financial statements do so in absolute confidence that everything will be all right and that nobody will have to investigate the statement because everybody will be paid.

It is false pretense everywhere, under the common law, to give one's creditors or mercantile agencies a statement about one's assets and liabilities which is untrue even in part, if the untruth is favorable to him whose statement it is, and influences somebody to give credit to the latter's loss. And not only is this false pretense under the common law, but the States one by one are passing laws explicitly making it a misdemeanor, punishable by fine or imprisonment, to make any false statement in writing for the purpose of inducing credit. Under some of the statutes the credit doesn't have to be given; if the false statement is made, the offense is complete.

Opinion ought to be excluded as far as possible from a financial statement. A retail merchant was sent to jail a few weeks ago because he included a piece of real estate in his assets at twice its highest value. He defended on the ground that it was his opinion that the property was worth that; or would be after this thing was done by the city, and that thing and the other thing—extensive improvements far in the future which possibly might never come at all. The jury held that he was hiding fraud behind opinion.

"Opinion" about the value of book accounts, or stock or fixtures, or this or the other item of assets, ought to be kept rigidly down. Nothing but the coldest, most conservative fact ought to go in, for if the least exaggeration is present it may rise to plague you at unexpected moments. And if it does not bring criminal prosecution, it will arouse suspicion which may close the door to very necessary credit.

It is a good plan, after you have made up a financial statement, to go to work and audit it just as if it wasn't yours at all, but a stranger's.

PEOPLE WHO QUOTE GOODS BY MAIL MUST STAND BY THEIR FIGURES

(Copyright, by Elton J. Buckley.)

Here is a question which will interest everybody:

Springfield, Illinois.

Please tell me whether there is a real sale in the following case: I have dealings with a manufacturer in the city of Chicago, and a great deal of our dealings are by mail. Whenever he has goods that he thinks I can use, he writes me, and sometimes wires, though usually he writes. In the letter he quotes me a price, and I immediately answer, buying the goods or not, according to whether I am interested. I have been dealing with this man for several months in this way, and never had any trouble until last month, when he wrote me as usual, quoting me a price of \$4.50 a dozen. I needed the goods, and I at once wrote back placing an order for fifty dozen. His letter reached me the day after it was mailed and he acknowledges that my reply reached him the day after I mailed it, so there was no delay, the whole transaction being done inside of three or four days. As soon as he received my order, he sat down and wrote me a letter saying he could not accept it, as the market had gone up, and the quotation had been a mistake, anyway. He said he had meant to quote \$5.25 a dozen. He now refuses to fill the order and claims that he has a right to refuse the order any time before the goods are shipped. I have to have the goods, and I find today that the best I can do is \$5.35 a dozen. Do you think I have any ground for damages against him? As I look at it, we made a contract, and he ought to live up to it.

Yours,

A. B. & BRO.

P. S.—I forgot to say that all his letters offering quotations say "subject to being unsold." In this case the goods were not sold, as he has offered them to me since.

Under the settled law, this Chicago seller hasn't a leg to stand on. The law will not allow him to play fast and loose in this way. Recognizing that in all lines there is a great deal of trading by mail, and that the integrity of these transactions must be safeguarded, the law will compel a man who quotes goods by mail on certain terms, to stand by the offer until the other party has had a chance to act on it.

The buyer, however, must act within a reasonable time. If he does not, the offer automatically lapses, and the seller can no longer be held. In the case submitted, the buyer unquestionably acted within a reasonable time. In fact, he acted as quickly as he could, unless he wired, which the law would not compel him to do in answer to a letter. If the seller had wired his offer, the buyer, in order to be safe, would have had to wire his answer.

My opinion is that the minute the buyer deposited his acceptance in the mail there was a contract which the seller can be compelled to fulfill. I say the contract was complete when the acceptance was deposited in the mail, rather than when the seller received it. This is so because the law regards the mail as the seller's messenger—the messenger he chose for the occasion—and when the answer was delivered to the messenger it was therefore delivered to the seller.

This is typical of a large number of contracts for the sale of merchandise either by weight or measure, to weigh or measure about so much. There seems to be a custom in the oil business, when a full tank is bought, to fill it full and charge whatever that measures, even though a slightly different quantity was called for in the order. The same custom exists in many other lines. It means in this case that the seller has a right to ship 8,100 gallons in satisfaction of an order for 8,000, and that the buyer is bound to accept it and cannot reject because he is not tendered the exact quantity that he bought. In other words, the transaction belonged to that class of transactions in which the order is for a definite quantity, "more or less." The rule as to these is that anywhere near the named quantity is a good delivery.

It follows, I think, that the seller legally shipped 8,100 gallons and that it was a good delivery of the 8,000 gallon order. Furthermore, it was a part of the 8,000 gallon order, and was subject to all of its terms, including price. I do not think the buyer can be asked to pay any excess for the extra 100 gallons.

* * *

I had a run on a certain brand of soap by reducing the price, and built up quite a trade. The last order I sent the jobber he returned and refused to fill, on the ground that I had cut the price. I sent on a money order for 25 boxes, but he refused to ship. Is he not compelled to sell to me if I pay cash.

He is not. He and every other jobber can refuse to sell you if they wish and they are not obliged to give you any reason. Your tender of cash makes no difference.

If, however, you try to buy of other jobbers, and they all turn you down, and you can prove that this is a conspiracy engineered by the manufacturer and carried out at the manufacturer's behest, by the jobbers, you can enter suit for damages, under a case recently decided in Maryland. In that case Frey & Sons, wholesale grocers, sued the Cudahy Packing Co. for damages because Cudahy & Co. had refused to sell them direct, and had compelled other jobbers to refuse to sell them except at a prohibitive price. The court awarded, if I recall, over \$5,000 damages.

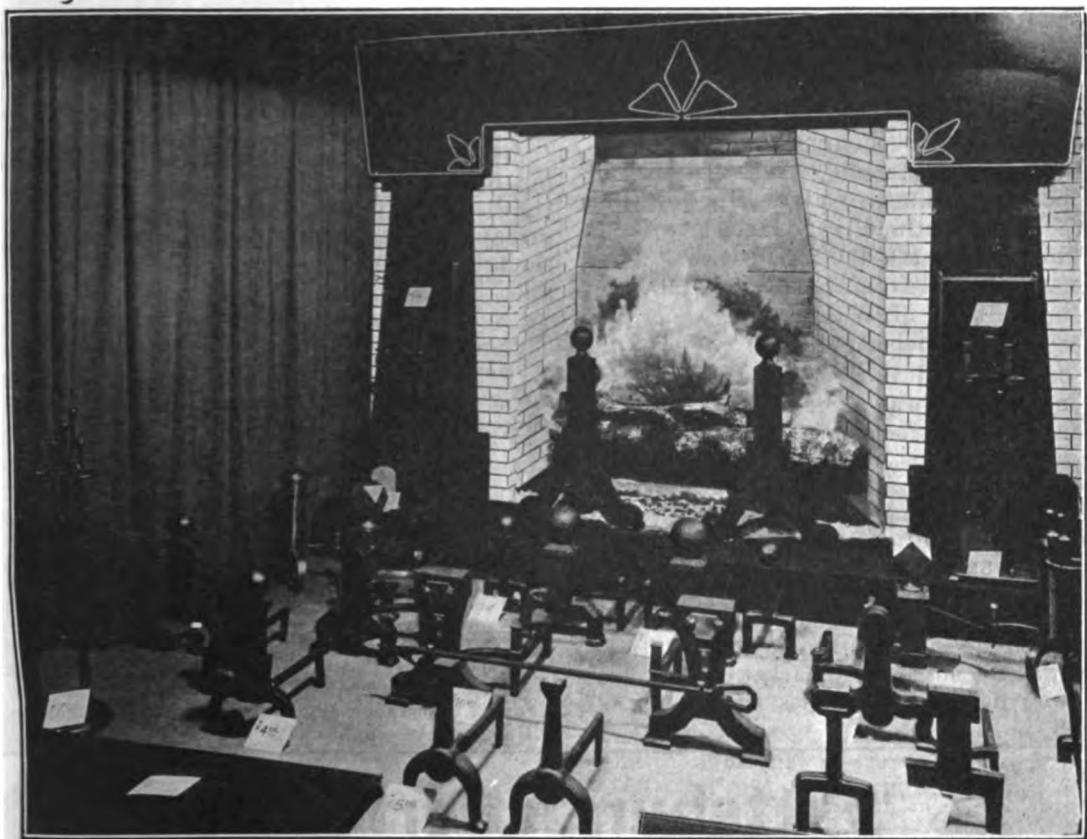
A CONSCIENTIOUS JUROR

In an Ohio court a juror was about to be sworn in, when the judge bethought himself to say:

"I trust, sir, that you fully understand the duties and responsibilities of a juror?"

Whereupon the man drew himself up and answered:

"Your Honor, I am a plain man and believe in being fair to all. I don't go by what the lawyers say, and I don't go by what the judge says, but I look carefully at the defendant in the dock, and I say to myself: 'That fellow must have done something or he wouldn't be here.' So I bring 'em all in guilty."



AN UNUSUAL WINDOW DISPLAY

An attractive display of andirons is a novelty in window trimming that is not featured as much as it should be. Here is a display of andirons made by W. W. Cummins for the Griffin Babb Hardware Co., Eugene, Oregon.

Probably because such a window display does not represent the work that some others do is why merchants often overlook them. There is nothing that appeals more to the housewife than such a display, and it must be admitted that Mr. Cummins was successful in producing a display that was attractive and pleasing to the eye, and from a sales standpoint was a good investment for the Griffin Babb Hardware Co.

NO MAN CAN SUCCEED UNLESS HE IS HAPPY

Happiness is the most essential of all elements necessary to maintain life. Food and drink, air and sunshine, wealth and fame, all have their place and influence, but all these combined are not powerful enough to develop the perfection of being, unless we are happy and content, optimistic and alive to the joy of living. And there is no possible excuse for any human being to be unhappy who is sound physically and mentally. This bright world of ours is a playground. It is filled with toys for our delectation.

On every side is found reason for happiness. Gloom and despair are of our own making. What matters it if we do not gain riches or fame? These are but transient. They bring more misery than happiness. They court envy, criticism and trouble. Let us look rather to de-

velopment of character; to giving and receiving of the best products of human instinct, of friendship and of love. This means real happiness, and happiness means health and success. It keeps us young, efficient, proud and above all, satisfied.

No man can succeed in business unless he is happy. The grouch doesn't last long. The crank soon digs his own grave. Only the happy, contented, genial business man survives and builds up, makes friends and knows the joy of living. Every man can be happy, for happiness is our birthright.

What has been done once can be done again, and with the bill collector it usually is.

A New Hampshire girl has become a blacksmith. Her only previous experience had been in shoeing hens.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

HOW QUICKLY PRICES MAY ADVANCE

F. J. Ries of the Chicago Spring Butt Co. was recently telling us of an illustration of how quickly prices may advance in some lines, and we are passing this thought along to retail merchants, thinking possibly there are some of our friends who hesitate to advance prices when they are being continually advanced to them, trying to absorb all the difference. They might learn a lesson from the story of the hotel keeper in the state of Washington, where Mr. Ries was having luncheon one day.

He had ordered roast beef, the price of which on the menu was given at 50c. After he had been served, in fact had received his check for the amount of his lunch, but before he had left the table, the waitress returned and took the check to the counter. When Mr. Ries got the check back he noticed that the price of roast beef had advanced fifty per cent. In other words, instead of being charged 50c, the price had been raised to 75c, although the change as yet had not been made on the menu card.

This was an advancing market with a vengeance, and naturally Mr. Ries wanted an explanation.

The proprietor came round and told him he had just received word that the Hotel Davenport, Spokane, had just put up the price of their roast beef on the menu card, and he felt he ought to follow suit.

His product wasn't costing him any more, but he didn't want to be behind the times and the leading hotels of the country, and he promptly arranged his prices to correspond, although there had been no increase in his service.

Needless to say Mr. Ries insisted that the change in prices should not take place in such a twinkling of an eye, for if this was done all along the line, his expense account might be looked upon with suspicion.

USEFUL BOOKLETS

The Du Pont Company of Wilmington, Del., has just issued a very interesting booklet entitled "The Giant Laborer." It points out and proves the advantage of using Du Pont explosives for various agricultural and miscellaneous uses. It explains what benefit explosives have been in Land Clearing, Ditching, Drainage, Subsoiling, Tree Planting, Orchard Cultivation and other uses. It is a companion or sequel to "Handbook of Explosives," another recent booklet, the latter book containing full instructions as to "how" to handle and use explosives. Both books will be sent on application.

"Pittsburgh Perfect"**Wire Nails**

ALL KINDS

Barbed Wire**Baling Wire and Ties**

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO359-365 Monadnock Building
SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



INCREASING PRODUCTION BY GOOD LEADERSHIP

"How is it a man as able as you are, cannot make this mill turn out what it should?"

Charles M. Schwab, then manager for Andrew Carnegie, shot this question one day at the manager of one of the Carnegie steel mills, a finely educated man, thoroughly capable and master of every detail of the business, but unable to inspire his men to do their best.

"I don't know," replied the mill manager, chagrined. "I have done everything within my power. I have coaxed them, I have pushed them and I have sworn at them. Yet they will not produce."

It was near the end of the day. In a few minutes the night shift would come on. Schwab thought a minute. Turning to one of the men standing alongside a red-hot furnace, he asked him for a piece of chalk.

"How many heats has your shift made today?" inquired Schwab.

"Six," was the reply.

Schwab chalked a big "6" on the floor of the furnace and passed on without saying a word. When the night shift came on they saw the big "6" and asked about it.

"The Big Boss was in here today," said the day men. "He asked us how many heats we made today and we told him six. He chalked it down."

Next morning Schwab passed through the same mill. The "6" had been rubbed out and in its place had been marked a big "7." The night shift had announced itself.

That night Schwab went back. The "7" had been erased and a big "10" swaggered in its place. The day force recognized no superiors. Thus a fine competition was started and it went on until this mill, formerly the poorest producer, was turning out more than any other mill in the plant.

The lesson conveyed could be taken to heart by many a manager, who might profitably engage in a little personal introspection over it.

"My bunch are a lazy lot," you sometimes hear him say, "they'll do just so much and no more. I wish I had some real good help here and I'd make things hum."

Making things hum is your job.

That's what you are paid for and what's expected of you.

If you are falling down on the job and getting only 50 per cent efficiency out of the help under you, you and not your help are to blame. You lack the quality of leadership. Epaullets, a sword and a title do not make a capable officer.

It takes more than a high sounding name and a gold spangled uniform to mould an experienced veteran out of a rookie.

All men have the potentiality of efficiency in them but it is up to you to touch the divine

spark and warm it out of them. You have the same raw material of which all great and successful organizations are made. The effectiveness with which you use that material is the measure of your competency. No organization ever started with all stars.

We are all in the cocoon state until someone stronger than ourselves comes along and imbues us with the fire of life. Men evolve as they are helped.

Your subordinates need real leadership from you. That's your part in the game.

If they are not producing as much as they should, it's because you are not giving them the inspiration that makes for larger production.

Your efficiency is not what it should be. Laxness begets laxness.

When the engine ahead slows down, the cars behind follow suit. It's up to you, old top, up to you.

THE THINKER

(By Berton Braley.)

Back of the beating hammer

By which the steel is wrought,

Back of the workshop's clamor

The seeker may find the thought.

The thought that is ever master

Of iron and steam and steel,

That rises above disaster

And tramples it under heel!

The drudge may fret and tinker,

Of labor with lusty blows,

But back of him stands the Thinker,

The clear eyed man who knows;

For into each plow or sabre,

Each piece and part and whole,

Must go the Brains of Labor

Which gives the work a soul!

Back of the motor's humming,

Back of the belts that sing,

Back of the hammer's drumming,

Back of the crane's that swing,

There is the eye which scans them,

Watching through stress and strain,

There is the mind which plans them—

Back of the brawn, the Brain!

Might of the roaring boiler,

Force of the engine's thrust,

Strength of the sweating toiler,

Greatly in these we trust.

But back of them stands the schemer,

The Thinker who drives things through;

Back of the Job—the Dreamer,

Who's making the dream come true!

If you are disposed to draw the color line,
don't draw it feeling blue.



North Pole.
 Nov. 23, 1917.

My Dear Little Friend:-

Well it surely has been a long time since I was in Kingsville. Yes: it has been a year and a lot of things have happened during that time, but I sincerely hope that you have been a good little boy or girl, for you know that your "BIG FAT FRIEND" loves good little children.

Now, what does my little friend want for Christmas? I have just lots of toys that I have made up since I saw you last and I am sure that some of them will please you: I want you to see my complete line of toys that I have left with The Kingsville Lumber Company. You will find toys of every description, Dolls, Games, and lots of other pretty things that I haven't time to tell you about now, so I want you to tell your brothers and sisters if you have any and all your little friends, as well as papa and mamma to come and see them.

Last year I came to you in an Aeroplane, but this year I am not going to tell you how I am coming to Kingsville, but you can rest assured that I will be there without fail on December 1st, at 2:30 P.M. and I sure want you to be at The Kingsville Lumber Company Hardware Store with all your little friends to meet me and see what I have for you as a souvenir of my visit this year. It will interest you, because if you are the lucky one you will receive a cash prize.

Now I must close as I have lots of letters to write to the other children, so Goodbye, I am going to look for you on Saturday, December 1st.

Your loving,
 "Santa Claus."

LIVE TEXAS MERCHANTS

We have often spoken of the enterprise and progressiveness of the Kingsville Lumber Company, Kingsville, Texas, and lest this name be misleading let us tell you that they are large factors in everything pertaining to hardware, housefurnishings, implement and auto accessories and as you will see by their letter toys, china and cutglass.

They know how to give the human touch, the personal appeal in their letters. We will venture that there are no merchants who keep in closer touch with their customers than they. They don't live in a large town but the people of their community have the utmost confidence in them and look to them for advices and suggestions in all matters pertaining to the welfare of their community.

LEARN TO EXPRESS YOUR THOUGHTS

Thoughts unexpressed are like roses born to blush unseen, says Leon Hattenbach.

Every normal human brain is constantly evolving new thoughts but comparatively few of these thoughts are coined into convertible materials. We are all more or less idealistic but few of us are able to turn our ideas into practical realities.

This is because we lack the power or the gift of apt expression of our thoughts. We fear to talk out in open meeting. We think but we underestimate the value of our ideas.

We are over self-conscious or bashful. The deepest thinkers are usually the most taciturn and consequently the most unsuccessful from a financial viewpoint.

The commercial as well as the professional leaders are men who can and will talk when they have something to say. Only in rare cases is the true worth of the taciturn deep thinker discovered, while the voluble man, of only moderate thinking power, is wafted on to success by the winds of popular favor.

So it is evident that it pays to talk and cultivate the art of talking. Of course, it can be overdone, but even then a certain amount of favorable recognition is assured that that is altogether denied the man who cannot talk at all. It is well to think; it is better to talk; it is best to think and talk, for thoughts unexpressed are ideas wasted.

The Imperial Valley Hardware Co., who operate a chain of stores in the Imperial Valley, and who recently purchased the hardware store of Hutchinson & Godwin at Calipatria, Cal., report a most excellent outlook for 1918 throughout the entire section. Their several stores give them a large buying power, and they have been stocking quite heavily in anticipation of a busy season during 1918.

Fred H. Lazenby has sold his interest in the hardware establishment of Sheers, Lazenby, of El Paso, Texas, to J. S. Gething. This was organized in 1914 by Messrs. Lazenby and Sheers.



Over 850,000 SATISFIED USERS

is a strong argument that women everywhere appreciate the advantages of the

ROYAL SELF HEATING IRON

Women in your town and vicinity are looking for modern labor-saving devices and we help you advertise and introduce the iron by supplying you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write us now for details

Royal Iron Mfg. Co.

553 Wayne Street

Big Prairie, Ohio

ROYAL Advertising
starts them
coming

ROYAL Quality
keeps them
coming



**In Season
and Out**

**A
Continuous
Sales Booster**

A big advertising campaign for every month in the year including free Newspaper advertising, Mechanical Displays, Movie Films, etc.

There's 60 years "Know How" back of the making that assures a quality in every can that's "Sure to Satisfy."

SOME LIVE JOBBER IS GOING TO—

Open up a lot of new accounts with good dealers in your territory by securing the exclusive agency for

ROYAL Paints and Varnishes

Back of the "Sure to Satisfy" quality of all Royal Products,—Paints, Varnishes, Enamels, Stains, Cements, etc., is the most unique trade-tempting advertising right in the dealer's home town—the pioneer year-round campaign to keep the goods going out and the profits coming in.

A most liberal territory arrangement, worth while co-operation and a generous profit is the proposition we have to offer some up-and-doing jobbers in the Western states. Let us tell you about it. Send for the big Royal Portfolio, "Profits vs. Cobwebs."

The A. Wilhelm Company

READING, PENNA.

**Boston,
New York**





NEW GLIDDEN COMPANY FORMED

Biggest Transaction Ever Recorded in the Paint and Varnish Trade.

The most important transaction in the annals of the paint and varnish trade has just been concluded by the purchase of the Glidden Varnish Company of Cleveland, Ohio, and its subsidiary, The Glidden Varnish Company, Ltd., of Toronto, by a newly formed corporation headed by Adrian D. Joyce who was until recently Director and General Manager of Sales and Distribution of the Sherwin-Williams Company. The new company will be known as The Glidden Company, and is capitalized at \$2,500,000, fully paid in.

Associated with Mr. Joyce are O. A. Hasse, formerly Manager Paint and Varnish Sales for The Sherwin-Williams Company, and R. H. Horsburgh, Controller of the same company. They will assume the positions of Vice-President and Secretary-Treasurer, respectively, in the new corporation. All three have resigned their connections with the Sherwin-Williams Company and it is positively stated that the new company is not in any way connected with other paint and varnish interests.

Members of the Glidden family, including F. A. Glidden, heretofore President of the company, will retire from the new corporation, but the balance of the organization will remain intact and will be enlarged as necessity demands.

The present Glidden Plant occupying nearly 17 acres is a model in completeness of equipment and modern arrangement. With present extension plans completed the company will be by all odds the largest varnish plant in the country.

During nearly fifty years of business life The Glidden Varnish Company has built up an enviable volume of sales to industrial concerns

in every field. Many of the largest makers of automobiles, trucks, aeroplanes, furniture and pianos depend upon Glidden service for their finest finishes. Railroad and Steamship Companies are among the largest Glidden customers.

Many large Government contracts will be executed by the new company.

SOMETIMES

If times are hard, and you feel blue,
Think of the others worrying, too;
Just because your trials are many,
Don't think the rest of us haven't any.
Life is made up of smiles and tears,
Joys and sorrows, mixed with fears;
And though to us it seems one-sided,
Trouble is pretty well divided.
If we could look in every heart,
We'd find that each one has its part,
And those who travel fortune's road
Sometimes carry the biggest load.

The Fallbrook Hardware Co., Fallbrook, Cal., who do considerable business in automobile accessories, as do most hardware merchants throughout the West, have recently installed a new air machine in their automobile department. They are now in position to completely equip motorists with anything that is desired.

The Alhambra Hardware Co. have purchased the business of the Eastman Hardware Co., Bishop, Cal., and have taken possession. They recently disposed of their business at Alhambra, Cal. The officers and owners are C. F. Messman, president; J. E. Dunbar, vice-president; W. P. Middleton, secretary and treasurer.

Charles H. Spurgin, a hardware dealer at Oxnard, Cal., has done a splendid season's business, and is anticipating an excellent trade in 1918. They handle everything pertaining to hardware, housefurnishings, auto accessories, as well as stoves, paints, builders' supplies, ranch tools, etc.

LINOLEUM LOGIC

Linoleum Logic or Selling Sense Applied to Floor Coverings is the title of the interesting magazine published by the Armstrong Cork Co., Pittsburgh, Pa.

The November issue contains a complete outline of their advertising campaign, which they have undertaken to broaden the field for linoleum, as well as to encourage its use for many rooms in the house in addition to the kitchen and bath.

This number also presents in color several of the new effects in carpet inlays, mattings and plain linoleum, which have been created with a view of making linoleum suitable for use in every room in the house.

It also contains a full-page reproduction of an advertisement running in the January issue of the Ladies' Home Journal, the illustration for which was planned by Frank Alvah Parsons, president of the New York School of Fine and Applied Arts, and who has been retained as supervising art expert for the Armstrong National Advertising Campaign.

The efforts to broaden the field for linoleum have received much encouragement from retail merchants, in view of the fact that a number of the leading retail stores are beginning to advertise and push linoleum for every room in the house. Such department stores as Marshall Field & Co., Chicago, Jordan, Marsh & Co., Boston, are among the large institutions doing this, and quite a number of smaller stores, among whom are J. L. Rowe & Son, Corydon, Indiana, have found linoleum most profitable to handle.

In fact, Mr. Rowe has written a very interesting article on the subject of showing how simple demonstrations secure orders.

The methods of co-operation of the Armstrong Cork Co. furnished to retail merchants is not surpassed by any institution of the kind in the country, and not alone in their publicity and advertising matter do they co-operate, but the personal interest which they take in the retail merchants selling campaign makes the line a most profitable and desirable one to handle.

Every merchant who handles anything in the line of household furnishing or equipment, will find that linoleum will go hand in hand with his present line, and that a splendid trade can be developed from it.

Herman Ehlen has purchased the interest of E. G. Hutchinson in the Orange Hardware Co., Orange, California. He has been connected with the company for a number of years. Mr. Hutchinson has been with the company since it was known as the Ehlen & Grote Co. Mr. Chaffee still retains his interest in the business.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **NETTALS** 15 OUNCE—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

| | |
|--|---------|
| Dealer's Assortment (30 Dzs.)..... | \$22.00 |
| Jobber's Assortment (12 Dzs.)..... | \$12.50 |
| Open Stock, all colors, per gross..... | \$14.40 |

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

McTear Paint Mfg. Co.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

RUBBERSET

(TRADE MARK)

PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



QUALITY

PAINT

PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

THE BRININSTOOL CO.
LOS ANGELES.

Manufacture A Complete Standardized
Line of High Grade Paint Products



A WINTER ACCESSORY LETTER

Here is a letter by an accessory dealer featuring tires which proved a good business bringer. A cut of an auto skidding being used at top of letter to more strongly "visualize" the importance of the letter:

Dear Friend:—The winter has commenced. Looking from the window last night at the rain-washed and wind-swept street, the lines of William Cowper kept singing in my ears,—

"O winter, ruler of inverted year—
A leafless branch thy sceptre and thy throne
A sliding car, indebted to no wheels
But urged by storms along its slippery way."

Cowper never saw nor heard of an automobile, but what a fitting throne for Cowper's "Storm King" is the slipping, sliding, skidding auto "indebted to no wheels but urged by storms along its slippery way."

Would you care to ride with such a driver and in such a car? Would not reason tell you that the scheduled station on such a trip is—Disaster?

A skidding automobile has the power to involve you in costly litigation: to make your conscience sick and faint at the cries of the injured and even to plunge you into eternity.

Curb the power of the Storm King.

Non Skid Tires are the scientific protection for every automobile—combining perfect safety and long mileage with easy riding and elegance of appearance.

We respectfully refer to our Free Demonstration and Special Exchange offers contained on the enclosed card. Our representative will wait upon you or we will be glad to have you call.

Thank you—

A paragraph on the importance of Skid chains could be substituted for next to last paragraph.

Three rousing cheers for the girl who saved what she had been spending in bon-bons to buy bond-bonds.

A WINTER ACCESSORY LIST

An enterprising dealer developed considerable Christmas business by enclosing with all letters, invoices and statements during December a slip printed as follows:

Automobile Accessories Make a Most Welcome Gift

We have a Complete Selection of the following:

| | |
|--------------------|--------------------|
| Robes | Tires and Tubes |
| Goggles | Robe Locks |
| Bumpers | Inspection Lamps |
| Spot-lights | Rear Sight Mirrors |
| Motor Meters | Door Protectors |
| Tire Covers | Suit Case Carriers |
| Weed Chains | Route Books |
| Cigar Lighters | Thermo Outfits |
| Running Board Mats | Lunch Kits |
| Jacks | Gauntlets |

Pyrene Fire Extinguishers

In fact, such advertising can be sent any month in the year and be appropriate.

IMPORTANCE OF COTTON IN MAKING TIRES

Without cotton there would be no such thing as a pneumatic automobile tire, for cotton really forms its basis. The tire-builder makes up the "carcass" on a mold, by building layer upon layer of fabric, woven from the finest grades of cottons that can be grown. No other material has been found for tire construction, combining its strength and economy. So the production of tires is in a measure dependent upon the production of cotton.

ON DUTY ELSEWHERE

An Irish soldier had lost an eye in battle, but was allowed to continue in the service on consenting to have a glass eye in its place, says an English paper. One day, however, he appeared on parade without his artificial eye.

"Nolan," said the officer, "you are not properly dressed. Why is your artificial eye not in its place?"

"Sure, sir," replied Nolan, "I left it in me box to keep an eye on me kit while I'm on parade."



Further Evidence of Diamond Demand

ALL over the United States more Diamond Tires are sold than any other tire not furnished as "regular equipment" on new cars.

Every Diamond in service has either replaced a tire of another make, or another Diamond.

Thus entrenched in the good will of motordom, pushed by national advertising, Diamonds almost sell themselves.

If your jobber cannot give you the attractive Diamond Dealer Proposition, write direct to

The Diamond Rubber Company

(Incorporated)

Akron, Ohio

LAKE SHORE TIRE CO.
SANDUSKY, OHIO.

Diamond Tires
Black Squeegee Tread - Red Side Walls

Diamond Tires
Black Squeegee Tread - Red Side Walls

CARLOAD

PEAR POINT PIER CEDAR POINT PIER

Diamond Tires

BLACK SQUEEGEE TREAD • • RED SIDE WALLS

A Little Talk About Advertising

(By George M. Rittelmeyer.)

MANY automobile supply dealers do not seem to realize the necessity of keeping their business before the public through persistent advertising.

They think that everybody in their locality knows all about them, and it would be a useless waste of money to spend any of it for printer's ink.

That is where they make a vast mistake—and, sooner or later, they are bound to find it out.

No man can expect to run a successful business in these days, when competition is so keen, without advertising.

It is the rankest sort of folly to attempt to get along without it.

You may say, "Well, advertising is all right for those who can afford it, but I can't afford to spend any money for that purpose. My business won't justify the expense."

The man who can't afford to advertise can't afford to stay in business, and if you do not think that your present business is sufficient to justify the expense—there is another argument why you should advertise.

To be an advertiser it is not necessary for you to be a plunger.

Some of the biggest advertising successes in the United States began in a small way.

A one-inch advertisement looks small in the eyes of some people, yet it has proven to be the wedge that started a number of large enterprises on the road to success.

You may say, "Well, I tried advertising and quit, because I found out that it didn't pay."

How do you know?

Maybe you didn't give it half a chance.

You can't run an ad in a newspaper a time or two, and then say that it didn't pay, because every automobile owner in your county didn't come to your store the next day.

The only kind of advertising that counts is the persistent kind.

One drop of water will not wear away a stone, but let the water keep on dripping and you will soon see what the result will be.

So it is with advertising.

One ad will not make much of an impression, but when an advertisement is run regularly it is bound to be noticed.

The only kind of advertising that will win the confidence of the public is honest advertising.

P. T. Barnum once said that the American public liked to be humbugged. That may have been true at one time, but not in the year 1918.

Nothing will turn a man against you quicker than the feeling that you have taken advantage of him in some way.

Not only will he resent it himself, but he will take the trouble to tell all his friends about it.

Not so many years ago a concern advertised to give an automobile away free to every one who would sell a certain number of packages of a household preparation. Everybody who answered the ad and sold the goods got a picture of an automobile.

You can't do a thing like that now, because the public won't stand for it.

You may give as another reason for not advertising, that people don't read ads.

You might as well say that people don't wear clothes.

The majority of the advertisements in magazines and newspapers are read with as much interest as the reading matter.

The only ads that are not read are those not worth while.

One of the best reasons for advertising is that it is a guarantee of substantial business character.

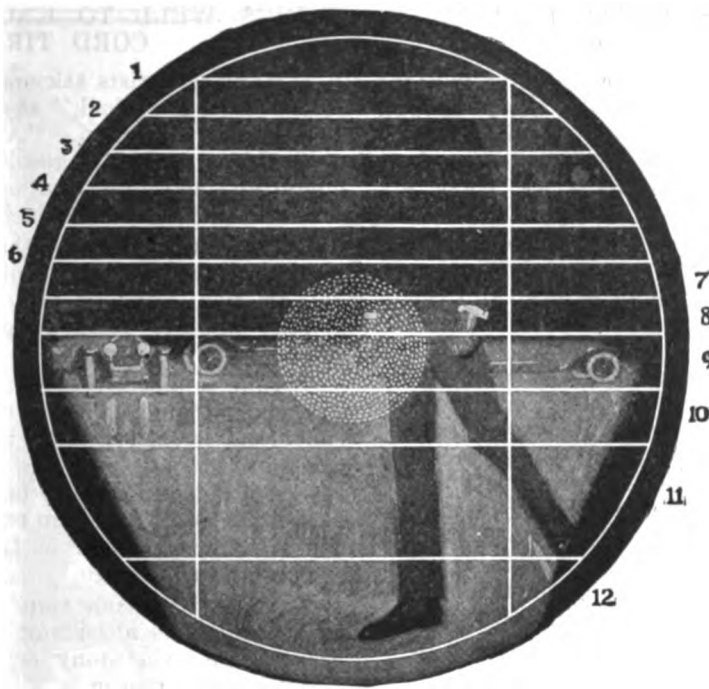
When a business advertises all the time, the public concludes that it must have the goods to back up their advertising, or they couldn't afford to keep it up.

The business that does not advertise is sometimes looked upon with suspicion.

OUR PURPOSES

The purposes of the United States in this war are known to the whole world, to every people to whom the truth has been permitted to come. We seek no material advantage of any kind. We believe that the intolerable wrongs done in this war by the furious and brutal power of the Imperial German Government ought to be repaired but not at the expense of the sovereignty of any people—rather a vindication of the sovereignty both of those that are weak and those that are strong. * * * Peace must be based upon justice and fairness and the common rights of mankind.—President Wilson's Reply to the Pope.

The latest government crop estimates indicated a 1917 cotton yield for the whole country, of 60 per cent, which promises a total crop of about 12,000,000 bales—600,000 more than last year, but 4,000,000 less than three years ago. The highest announced estimate for any state was that covering Arizona—87 per cent.



Throws a Waist-High Beam

*Twelve Shafts of Light that Stream as One
Beam Thrown One-Third Mile
Complies With All Headlight Laws
No Glare—No Need for Dimming
74% More Light On the Road*

Road Rays—Not “Sky” Rays Direct Rays—Not “Diffused” Rays

Designed by James R. Cravath, one of America's foremost authorities on illumination. Meets exacting tests by Professor E. H. Freeman of the Armour Institute of Technology, Chicago; and L. A. Hillman, technical representative of the American Automobile Association, Chicago.

Made for all sizes and makes of cars. Extensively advertised in national publications. Big demand and profit make the New Osgood Lens a live seller for you. Write now for unusual test results and dealer plan. Our convincing data will certainly interest you.

OSGOOD LENS & SUPPLY COMPANY
2007 Michigan Avenue, Chicago

WESTERN DISTRIBUTOR
CONSOLIDATED SALES CO.
35 Montgomery St., San Francisco, Cal.

 **THE NEW OSGOOD LENS**
CRAVATH LONG DISTANCE TYPE

BIG BUSINESS AHEAD IN AUTO ACCESSORIES

It is conservatively estimated that millions of dollars' worth of business is done through the retail hardware trade each year in the various automobile accessories and supplies, such as tires, spark plugs, horns, batteries, jacks, oil, gasoline, etc.; and the great portion of this business is due to the efforts to make the retail hardware dealer a better merchant of auto supplies and to make the manufacturer appreciate the splendid possibilities in the hardware trade selling his products.

The hardware dealer has been shown that he can handle this line profitably, and the fact that he is a merchant with much good will in his community, possessing fine window display facilities, having a superior credit rating and already selling some lines for which motorists have had to call on him, has brought him to appreciate the opportunity in view. On the other hand, the manufacturer has learned that the retail hardware dealer is no negligible factor in selling his product, and as a result, both have worked together as never before.

The enormous distribution of hardware stores throughout the country, in every city and hamlet, is back of this idea of selling auto accessories, and the mighty power of the accessory manufacturers with their allied advertising and direct sales work is creating trade for the hardware dealers, so the combined forces will enjoy unusual prosperity in the years ahead.

PASSING IT ALONG

"The neat and even elegant appearance of the American soldier isn't maintained," said War Secretary Baker in an address, "without hard work. Yes, the work is hard, but doesn't the result more than justify it?"

"On the train the other day a private sat with his tunic unbuttoned, for the temperature was high. A sergeant strode up to him and said:

"'Button up that tunic! Did you never hear of by-law 217, subsection D? I'm Sergeant Jabez Winterbottom!'"

"A gentleman in the seat behind tapped the sergeant sternly on the shoulder.

"'How dare you issue orders with a pipe in your mouth?'" he asked. "Go home and read paragraph 174, section M, part IX. I am Major Eustace Carroll."

Here a gentleman with a drooping white mustache interposed from the other side of the aisle:

"'If Major Carroll,' he said coldly, 'will consult by-law 31 of section K, he will learn that to reprimand a sergeant in the presence of a private is an offense not lightly to be overlooked.'"

THINGS WELL TO KNOW IN SELLING CORD TIRES

"Many motorists ask me how cord tires effect a saving in fuel," says H. G. Palmer, a well known tire man. "And this query is a natural one, now that gasoline costs have been mounting, and agitation is developing for a limitation of motor car fuel consumption.

"All motorists know that in running over the ground a tire necessarily creates considerable friction. And friction creates heat, which is only another form of power. That is, it takes power to create heat.

"Take a piece of wire. Constant bending at the same point causes it to heat up until you can break it easily. It is the same with tires. Constant rolling over the ground causes the layers of cotton fabric to bend and rub against each other and this action repeated indefinitely, causes some one layer of fabric to break, and soon your tire 'lets go.'

"And at the same time this action is going on, your tire is absorbing power. When you are driving over stony or bumpy roads, this absorption of power is increased, and the resistance the fabric offers to the impacts of stones and bumps, causes more friction.

"Cord tires create much less friction than fabric tires because they yield more readily under impact. The cords are placed loosely, side by side, in diagonal layers, without cross-weave. So that the cords have great freedom of movement. They 'give' in any direction. The tire walls are remarkably flexible, and the tire itself lively, speedy and responsive.

"So there is less friction in the cord tire than in a tire less supple, which means that less power is absorbed, and, of course, less gasoline is needed to propel the car.

"Then in coasting cord tires offer additional economies, for they invariably coast farther than fabric tires. And all motorists know that a good long coast saves gasoline. In addition to their power-conserving qualities, they provide increased riding comfort, and greater mileage. Motorists are rapidly coming to appreciate these advantages, and their use of cords is reflected in an effectual saving of fuel.

LOGICAL

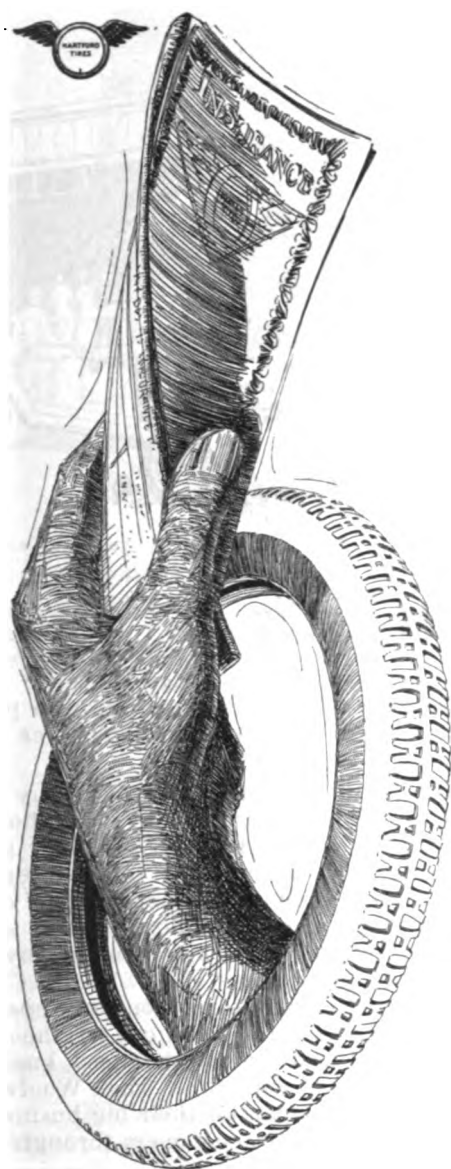
Aunt 'Liza's former mistress was talking to her one morning when suddenly she discovered a little pickaninny standing shyly behind his mother's skirts.

"Is this your little boy, Aunt 'Liza?" she asked.

"Yes, miss, dat's Prescription."

"Goodness, what a funny name, aunty, for a child! How in the world did you happen to call him that?"

"Ah simply calls him dat becus Ah has sech hahd wuk gettin' him filled."



Just Remember

that there is an astonishing number of tire factories springing up like mushrooms and dying out at the same rate.—that there is the unprotected “come back” to the dealer who handles a tire of nondescript brand, or produced by an insolvent manufacturer.

On the other hand, if you sell “**Hartford ‘H’ Tread Tires**,” you are ‘doubly protected’ by million dollar companies,” as they say in insurance circles.

For Hartford Tires mean tire insurance

—insurance to you as a dealer

—insurance of your legitimately made profits

—insurance of absolute satisfaction to your customer; in wear; in resiliency; and in anti-skid efficiency.

Why not trust your tire problems to us by stocking **Hartford ‘H’ Treads?**

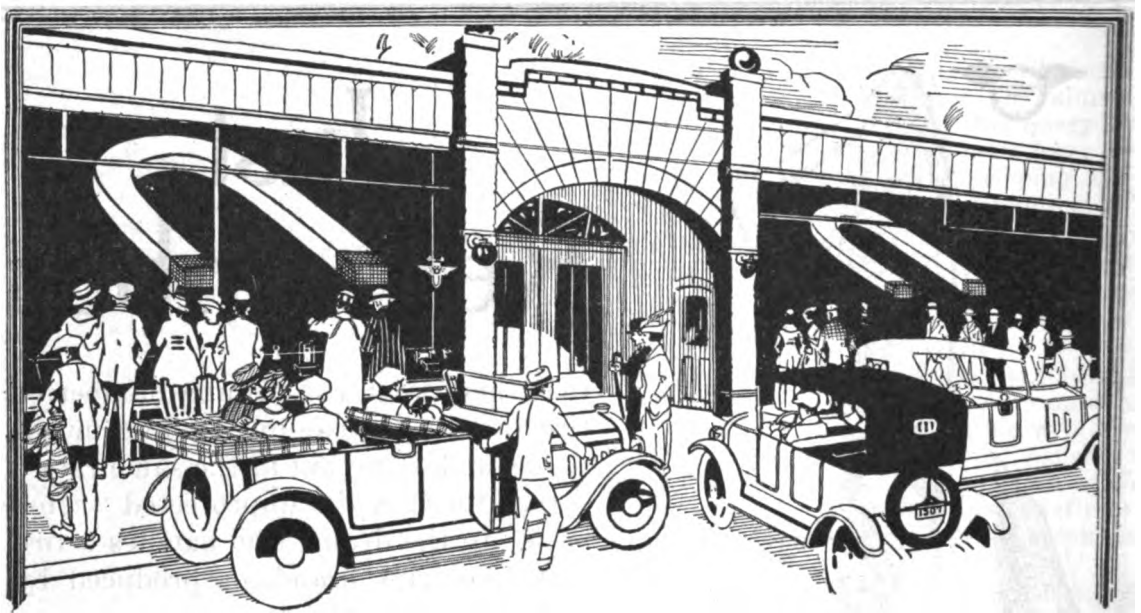
Write to one of the following distributors TODAY for information regarding prices, etc.

Stauffer-Eshleman & Co.,
J. D. Weed & Co.,
Decatur & Hopkins Co.,
Putnam Hardware Co.,
Albany Hardware & Iron Co.,
F. P. May Hardware Co.,
Reilly Bros. & Raub,
Wilson & Pugh,
Prusia Hardware Co.,
Suelflohn & Seefeld,

New Orleans, La.
Savannah, Ga.
Boston, Mass.
Houlton, Me.
Albany, N. Y.
Washington, D. C.
Lancaster, Pa.
Cumberland, Md.
Fort Dodge, Ia.
Milwaukee, Wis.

Hibbard-Spencer-Bartlett & Co.,
Belknap Hardware & Mfg. Co.,
Geo. Worthington Co.,
Tracy-Wells Co.,
Morley Bros.,
Marshall-Wells Hardware Co.,
Marshall-Wells Hardware Co.,
Marshall-Wells Hardware Co.,
Witte Hardware Co.,
E. L. Wilson Hardware Co.,
Knapp & Spencer Co.

Chicago, Ill.
Louisville, Ky.
Cleveland, O.
Columbus, O.
Saginaw, Mich.
Duluth, Minn.
Spokane, Wash.
Portland, Ore.
St. Louis, Mo.
Beaumont, Texas
Sioux City, Ia.



Let Your Goods Talk

ARE you giving your goods a chance to sell themselves? Are you giving them a chance to attract the attention of your customers, and tell their stories?

A prominent dealer recently remarked that his accessory department did not pay and he had decided to discontinue it. How could he expect it to pay, when he kept his goods packed away where no one could find them? He was induced to purchase a show case, and to decorate his windows. Inside of two weeks he was doing a lively business.

Your accessory stock will pay you a handsome profit, if you will give it a chance. Arrange your goods so that they can be seen by everyone who comes into your place or passes your windows, says the Stewart Lever.

It is not unusual for a customer to discover other articles he needs while in the store, but, in order to do this, he must be able to see the goods and be attracted by them.

You would not hire an expert salesman at \$50.00 a week, and then permit him to sit around your store and do nothing. Why, then, should you allow your show windows to be idle?

Your windows are salesmen who work twenty-four hours a day, and require a very small expense account. They are valuable. You pay out good money in rent for your windows. Use them. Properly trimmed, they will act as sentries to stop the people passing your store and direct them inside.

Many dealers expect to get business by putting half a dozen cans of grease and a few cast-off parts, together with any junk that may be around the place, in your window. Don't

make your window a storage place or trash pile. Trim it up so that every one who passes will be obliged to stop and look over your goods.

The Atlantic and Pacific Tea Company is today operating 3,418 stores. They would hold no such record had they tried to sell their goods by packing them away under the counter and trimming their windows with only a half dozen packages thrown in at random. These stores may well give the retail merchant in any line something to think about.

The United Cigar Stores Company operates over 1,300 stores. In every one of the 1,300 stores you will find a neatly trimmed, business-building display window. The Woolworth Stores owe a large part of their big business to their ability to attract customers through their window displays.

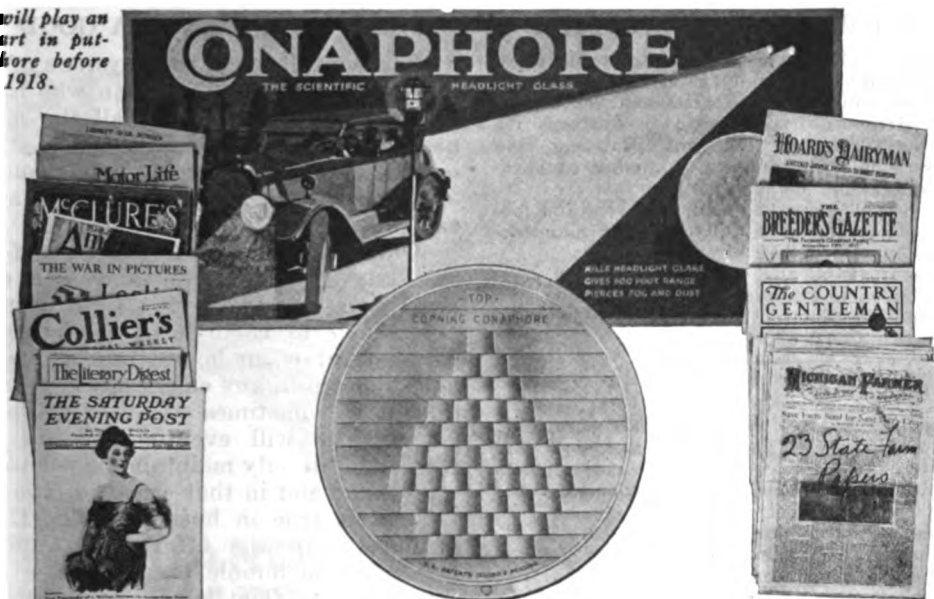
You are selling goods to the same people who trade at these stores. Why, then, should you not adopt the same methods for attracting their attention to your goods?

A meatless day may be all right, but wouldn't it be awful if the "m" should drop out of it.

Peace may come by way of the Hague yet, but it will be the general and not the town of that name that will bring it.

No matter how good a man a drummer may be the fact remains that he beats his way through life. And no matter how sober the cornet player is he is always on a toot.

Bill posting will play an important part in putting Conaphore before the public in 1918.



THE CONAPHORE

These leading Magazines will carry the story of the Conaphore all through next year

These farm journals will give rural car owners the complete story of the Conaphore in 1918

1918 Advertising Announcement

Conaphore campaign strongest ever put behind an automobile headlight glass

Our 1918 advertising will make Conaphore the best known headlight glass on the market—not only to city, but to rural car owners as well.

We are using two-color, full page advertisements once a month in the Saturday Evening Post. We are using full page ads. in Collier's Weekly, Literary Digest, Leslie's Weekly, and Scientific American; also large space advertising in McClure's and the American Magazine.

Big farm paper campaign

We are reaching the rural car owner by an extensive campaign in national and state farm papers. And of course we are advertising heavily in the leading motor publications. The combined circulation of this list totals more than 7,000,000.

The surface of the headlight glass market has hardly been skimmed. Our 1918 advertising campaign is bound to open new and wide fields for profitable business. It will dominate the headlight glass market in

every section of the United States and Canada. It will create sales for Conaphore dealers throughout the entire year.

Consider the merits of the Conaphore. Note the advertising backing we are giving this remarkable headlight glass. Then decide whether or not you want some of this profitable 1918 business.

Notice to jobbers

If you are among the few who are not handling Conaphores, get in touch with us at once. The Conaphore proposition is sure to interest you. Write us today.

Notice to dealers

Our sales records show a brisk demand for Conaphores right now. Secure your share of Conaphore profits. We furnish every co-operation—sales leaflets, display charts, and advertising electros. To insure prompt delivery, get your orders on your jobber's books as quickly as possible.

For special information write to your jobber or direct to us.

Manufactured by the world's largest makers of technical glass

CONAPHORE

Range 500 feet—No glare—Pierces fog and dust

CONAPHORE SALES DIVISION

Edward A. Cassidy Co., Inc., Managers
Madison Ave. and 40th St., N. Y. C.

CORNING GLASS WORKS

NEW FACTORY REPRESENTATIVE

Norman Cowan, who has been associated with Hughson & Merton, well-known manufacturers' representatives, serving as secretary and sales manager of the automobile department, has engaged in business for himself, opening offices in the Rialto Building, San Francisco, where he will represent a number of hardware and auto accessory manufacturers.

Mr. Cowan is well known to manufacturers and jobbers, and it will be his policy to represent manufacturers who sell to the jobbing trade.

He is an enterprising and well informed man, having a splendid business training and acquaintance, and is in position to give manufacturers seeking representation on the Pacific Coast excellent service.

"NO-LEAK-O" PISTON RING

The Automobile Accessories Co. of Baltimore, Md., are the manufacturers of the "No-Leak-O" Piston Rings, which are said by many who have used them in comparison with others to be the most economical and practical ring on the market.

There is no carbon because there is no waste oil. They are a perfect seal against the escape of gas, enable the motor to have more power with less fuel. They say it makes an engine run like new all the time. The reason for this is it is "all in the groove, the groove controlling the oil. This piston ring makes a perfect seal, and enables the motor to have more

power. There is no carbon, no gasoline or coal oil is found in the oil pit when the No-Leak-O Piston Rings are used.

They claim to be the only piston rings with an oil groove.

They are used by the United States Government at the Coast Guard Stations, and every motor car owner who is interested in economy as well as efficiency should try them.

For the convenience of their trade, stocks are carried by the following representatives, Manufacturers' Agency, 420 Wainwright Building, St. Louis, Mo., H. G. Paro, 1414 South Michigan Blvd., Chicago; M. L. Foss, Denver, Colorado; Gavin Williams Co., 1300 Fifth Street, San Diego, Cal., or the company themselves with headquarters at Baltimore, will be glad to give full information to any of our readers upon request.



AND STILL HE WAS ONE

A congressman from Maryland called an Indiana representative an ass. This was, of course, unparliamentary and had to be withdrawn.

The Marylander said: "I withdraw the language, Mr. Speaker, but I insist that the gentleman from Indiana is out of order."

"How am I out of order?" yelled the Westerner.

"Probably a veterinary surgeon could tell you."

George M. Horton recently purchased the half interest in the Antioch Hardware & Furniture Co., Antioch, Cal.

The Eymann Goerz Co., Uplands, Cal., are advertising to close out their business. They succeeded the House of Wares some three years ago.

The Anaheim Hardware Co., Anaheim, Cal., are advertising to dispose of their stock of fixtures.

SELF-CONFIDENCE A GOOD SIGN

Self-confidence is the keystone of the structure of attainment. The man who has implicit confidence in himself has all the ammunition necessary in the battle for success. Confidence in others is often misplaced, but confidence in oneself is based upon known facts and no one can or will fool himself.

Only the honest man can be self-confident. The knave is a bluffer and is a coward at heart. Get the knave in a tight corner and he is crushed to earth while the upright man, whose fight is an honest one, gains power to hold his own in any emergency. It is true that the knave sometimes seems to prosper but invariably he will eventually reach the place where he can only maintain his position by self-confidence and in that crisis he is lost.

This is true in business. The fly-by-night business with the effervescent success soon bursts like a bubble because there is no self-confidence to float it against the tide of competition which assails every business. It was built up on false promises and the tide must engulf it.

On the other hand the slow, legitimate progress of the business backed by the self-confidence of honesty and fair-dealing is one that rides the tide to a safe harbor. Only the honest man is self-confident and self-confidence is everything.

CURTIS PNEUMATIC MACHINERY CO. AT THE NEW YORK AND CHICAGO SHOW

The Curtis Pneumatic Machinery Co., St. Louis, advises us that they will be represented in both the New York and Chicago shows with their complete working exhibit on their line of Curtis Garage Air Compressors.

The exhibit this year will consist of the five different sizes of compressors that they manufacture, also the different sizes made up in different electrically driven combinations, including a portable outfit, stationary wood base outfit and an iron base geared outfit with an automatic starting and stopping device.

All of these compressors are of the Curtis Air Free From Oil type which system of lubrication will be thoroughly demonstrated by the operation of a cut away Model of the Curtis compressor.

This will be an actual machine cut through the center of same showing all parts in working position and under actual operation.

Larger space has been taken this year, as their exhibits heretofore have been unusually crowded.

Their exhibit at New York will be Spaces D-171-172, 4th Floor Grand Central Palace, New York, and Spaces 23-24, Armory Balcony, Chicago.

At New York their exhibit will be handled by Mr. A. E. Hoermann, manager of the New York office, and Mr. L. C. Blake of the factory at St. Louis, and at Chicago will be handled by Mr. L. C. Blake together with other St. Louis members of the sales force.

The Curtis outfits represent the last word in efficient and thoroughly reliable air compressors, and undoubtedly will attract much attention at the shows this year.

H. S. Brink of Biggs, Cal., recently suffered a loss of \$3000 by fire.

Century-Plainfield TIRES



Why the Guarantee?

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

GUARANTEED 7500 miles small sizes. 6000 miles large sizes

TERRITORIAL DISTRIBUTORS

Pacific Hardware & Steel Company
San Francisco, Cal.

R. M. Wade & Company
Portland, Ore. and Spokane, Wash.

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO

***Century*
-PLAINFIELD Tire Co.**

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." FACTORIES, PLAINFIELD, N. J.

Infantile Propensities Verified

Prophecy as to H. F. Blanchard, Sales Manager Thermoid Rubber Co., Fulfilled

"THERE'S a divinity that shapes our ends, rough-hew them as we may," sang the immortal Bard of Avon. To put it in a more homely way, a story has been told us, that the nurse who first administered to the wants of H. F. Blanchard, the present Sales Manager of the Thermoid Rubber Co., when he first saw the light of day, reported that he persistently gurgled some words, which in view of later developments are not interpreted to be, "Thermoid, Thermoid, Thermoid."

All of which bears out Shakespeare in the truth of the quotation first made. In order to fit himself, however, for this important position, Mr. Blanchard was always a firm believer in that trite saying, "knowledge is power,"—and it isn't that one may know so much as it is to be able to apply in an intelligent manner what we do know.

When he graduated from Lehigh University in the class of 1910, he became interested in the building business.

In 1912 he went to Canada as Sales Manager of the A. B. Ormsby Co., Ltd., with headquarters at Toronto, and with branches throughout the Dominion, manufacturers of metal building materials.

Until the beginning of the war in 1914, in the short space of two years, their products were introduced to every leading architect in Canada, and were incorporated in practically all the large buildings erected in Canada in these two years, but the war conditions practically put an end to all building operations, and he returned to the United States in 1915 to become associated with the Thermoid Rubber Co. as District Manager of their Philadelphia territory. This embraced a considerable portion of the eastern states as far west as Ohio.

Mr. Blanchard had the happy faculty of being able to turn to good account his previous knowledge and experience, and thus was fortunate in increasing the volume of their business very materially, and establishing a high percentage of new accounts.

He attributes this to the constantly growing demand for accessories and products of established and known merit, for it is part of their sales policy that all Thermoid Products make good. He believes that no business can be truly successful unless founded on this principle.

About a year ago he was called in the factory as General Sales and Advertising Manager, and has been continuing his good work to still further increase the Thermoid reputation—Not "how cheap," but "how good" regardless of price.

Their factory equipment during the last year has been very materially increased to take care of the increasing demand. Thermoid Hydraulic Compressed Brake Lining is being turned out at approximately twelve million feet per year, an increase of over 40% over last year. New lines have been added, among them being Thermoid Crolide Compound Casing, which is a full, moulded, pneumatic shoe for automobiles, guaranteed on a basis of 6000 miles of service, or 7500 miles for Ford size.

It is not surprising to know that the results of this product justifies their judgment in believing this to be one of the most efficient tires on the market.

Their trade extends from one end of the country to the other; their products are being sold largely by the hardware trade, both wholesale and retail, and they pride themselves not only on the service which they give, but on the co-operation which they are always glad to extend.

Mr. Blanchard is a young man to be occupying the position which he does, but his success has not come without a careful study, coupled with plenty of hard work, linked with a loyalty and enthusiasm for the products of the institution with which he is identified that will undoubtedly give him a wider sphere of influence in the industry. But you cannot get him to admit this. He himself will not even confess to having accomplished anything especially worth while, but that he has been fortunate in being associated with such an institution, and one whose aims and business policy is to typify the American spirit of doing well and thoroughly whatever they have in hand.

"Mandy, I'se a sick man," said Jake, looking very miserable. "At de horspittle dey says I'se got berkerlosis."

"All right, Jake, we'll take keer of you, and git rid of dat berkerlosis."

A week later Jake stumbled in, more woe-begone than ever. "'Taint no use, Mandy, nary bit of use. I ain't never gwine git well. De doctors say dis morning I got two berkerlosis."

DON'T WANT TO MISS A COPY.

I enjoy reading the "Hardware World" very much, for it has been a great help to me, and has given me many good pointers.

I am indeed glad I subscribed for it, and hope you will continue to mail it to me promptly as you have done before

K. BAUMAN.



H. F. BLANCHARD, SALES MANAGER OF THE THERMOID RUBBER COMPANY.

Mr. Blanchard is an example of a young man winning his promotion, and occupying his present position solely for the reason that he has "made good."

Putting the Punch in Salesmanship

(By Frank Farrington.)

THE difference between selling methods that almost get across and selling methods that fall down is something we call punch. Punch makes the listener sit up and take notice. We can hear a salesman who lacks punch tell his story without feeling any real interest in what he has to say, perhaps without even listening intently.

But the man who puts energy and enthusiasm into his talk cannot be turned away so easily. I don't know but punch in salesmanship might be called salesmanship with a stick in it.

If there is any line of business in which punch is necessary, in which people expect it, it is the automobile trade. The whole automobile proposition is a "pep" affair. People buy under the influence of enthusiasm. They have a real desire for ownership. They are buying something they want and are anxious to have, not something they think they ought to have, or reason out in cold blood that they need.

Energy is one of the most important qualities in developing a punch in automobile salesmanship. No matter how good your intentions may be, if you lack energy you cannot deliver any punch. What would Jess Willard's punch amount to without the energy of months of training behind it?

The physical punch is force in physical action. The mental punch shows itself in mental activity. The real foundation of punch is vital energy, the physical force generates mental force and enables us to put our best efforts into selling.

Successful salesmanship is not a spurt or a sprint. Success does not come with making one important sale. To lay out a number of prospects in your mind and then to see them all and sell a good proportion of them does not constitute successful salesmanship. It is successful as far as it goes, but really successful salesmanship goes on and on. It does not stop with having sold one season's quota or with closing up a certain number of sales. It does not stop at all as long as you are in business.

You may make occasional good sales by the sprint method, but salesmanship is a long distance race and success depends upon putting energy into every selling effort rather than merely a few.

Guard Your Health.

It takes energy and physical stamina to keep up the punch all through the day's work, but every time you let down it is harder to come back. The tennis player knows that if he lets down and loafs for a set because he has a good lead, he may not be able to come back, though he could have kept up his fast work right through without any trouble. It is easier

to keep up a good momentum than to alternate low speed and high speed.

The time to slow down and take it easy is after the day's work is done. Rest outside of business hours and keep on your mettle during those hours. If it is necessary, shorten the hours to such time as you can work at good speed. You know how listless you feel after a nap at an unaccustomed hour. You get a similar effect, in a less degree, when you let down to zero between selling efforts. You don't want to have to use up all your energy in coming back. You need it for putting force into selling talk.

A man who has no immediate intention of buying cannot help giving attention to the salesman of abundant vitality; the energetic, good feeling, cheerful acting chap who comes in with an elastic step, head up, and a "good morning" that carries with it the impression that it is a good morning.

It is pretty hard to act grouchy with such a man, almost impossible to turn him down, right off the reel. He compels interest and attention. We need to develop such a personality, because it imparts better spirits to others, and good spirits in the buyer are essential to our success in selling.

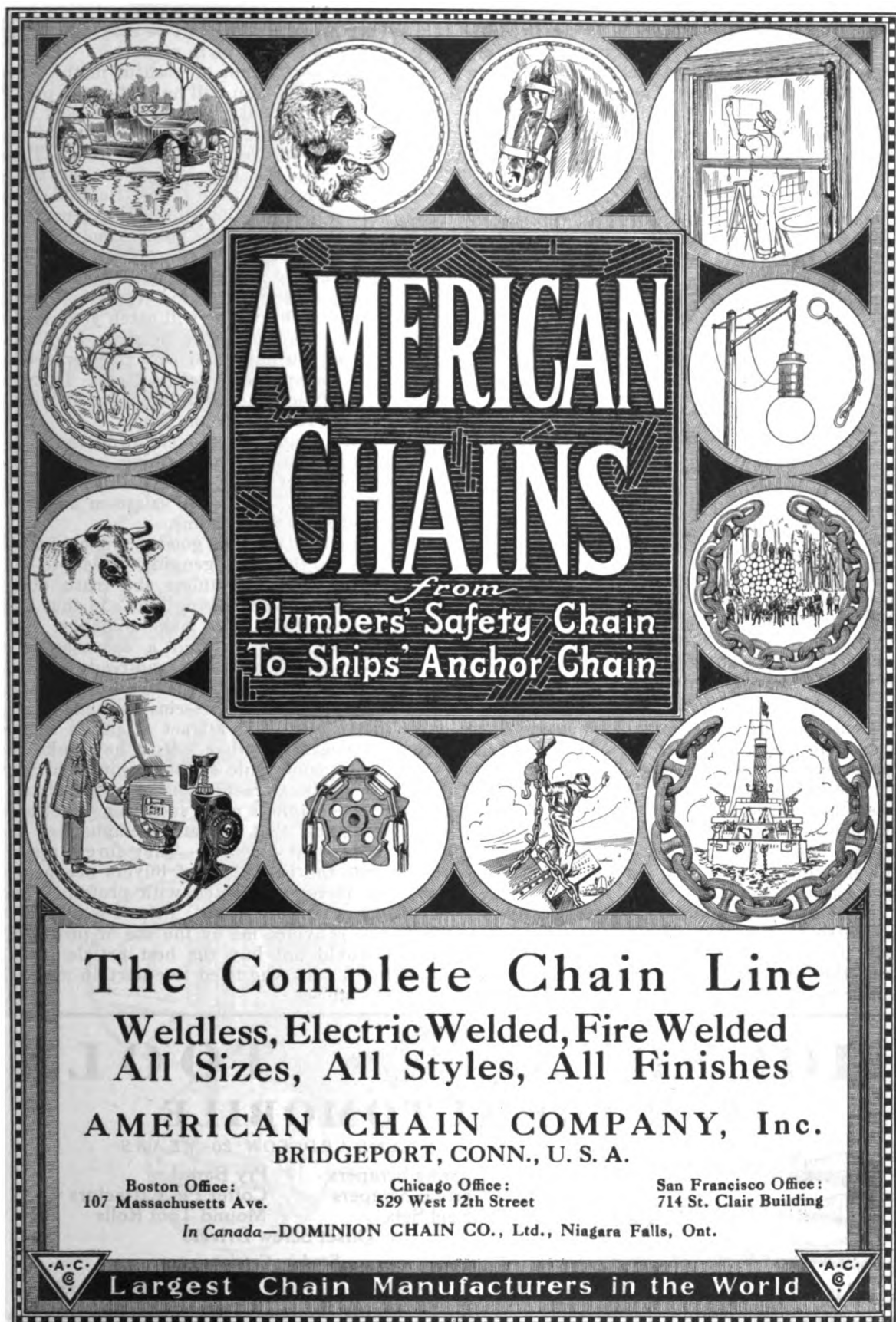
Of course it is hard for a man to act and seem buoyant and elastic in physique and spirits if he does not feel so. In the first place, take care of yourself, watch your health, do everything you can to keep feeling right. And, in the next place, compel yourself to act as if you felt right, whether you do or not.

Don't overdo this effect of physical exuberance. Don't bound into the presence of the business man you wish to sell with the actions of an athletic school boy, thinking all of the physical manifestation of energy and none of the mental effect. Force uncontrolled is wasted or worse than wasted. To use up punch in punching the empty air is vain effort. Use your brains in determining when, where and how to use your punch.

Use Judgment.

There are all kinds of people among the buyers and possible buyers, and there may be times when it is desirable to repress your exuberance, your energy and vitality and let it appear only in an intensity of presentation of your talk. You must be careful not to rub these nervous, dyspeptic chaps the wrong way by allowing your physical force to make their own lack of it conspicuous.

You have noticed that the experienced orator does not try to hold his audience up to high pitch all the time. He finds it necessary to let his listeners rest a little, giving them low spots as well as high spots in his address.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

Largest Chain Manufacturers in the World

Salesmanship and oratory may be two different things, but, after all, there is something in common between them, and if your selling talk has to be long, see that it is not kept keyed too high all the time. Some of the points you want to make ought to stand out prominently above others.

If these are to stand out, they will have to be taller. A man six feet tall is not noticeable in a crowd of six-footers, but put him among men five feet ten inches and see how prominent he is. Make a few of your arguments six-footers so they will loom up above the rest. Present some of them with your highest dynamic force, standing out from talk of a quieter vein.

When you take the prospect on the fly, catching him when you have only a few minutes with him, see that you have your forceful points gathered up so you can thrust them at the buyer one by one, concisely and with punch. Make your little sales talk stand out as the high point in that man's business day. Don't waste any precious time in palaver. Confine yourself to brass tacks and shove them out point first, so that, sale or no sale, your call will be remembered.

Bear in mind that your aim in delivering the punch is not that of the prize fighter who wants to wear down opposition, beat it until it loses its power of resistance. Your aim is to get the opposition to come over on your side instead of to knock it out completely.

The Noisy Salesman.

Don't get the idea that noise has anything to do with punch. We all have met salesmen who seemed to think that the louder they talked the deeper the impression they would make. Noise may represent a certain kind of force, but it is not the kind that will get by with a buyer. It is more likely to be the kind that will get you turned away by the best class of prospective customers.

Neither is gesticulation punch. Standing up in front of a man or woman and waving your arms in time to your chin music will not strengthen the presentation of your arguments. Rather the contrary. A natural gesture is help-

ful to emphasize a point, but be easy and pleasing in actions as well as in speech.

If you are diffident or bashful in the presence of customers, you will not get much punch into your selling talks. There is no real reason for getting scared at a customer. Let the red blood in your veins have free rein. Take for your motto the inscriptions on the three gates of Busyrane: on the first, "Be bold;" on the second, "Be bold, be bold, and evermore be bold;" on the third, "Be not too bold."

There is no punch worthy of the name behind boastfulness or bragging. The buyer is usually looking for bluffs and trying to dissect them. If he is shrewd he will catch you at that game. There is nothing to be gained by intimating that you have sold cars to people who are merely prospects. Stick to facts. There is more punch in one fact than in a score of bluffs.

Telling Only the Truth.

As bad as bluffing is overstating the value of your line, claiming everything in the hope that the prospect will believe that you have a regular miracle. Successful salesmen are nowadays modest in their claims.

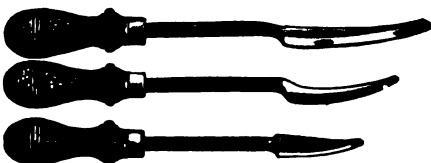
Nothing will put as good a punch into a sales talk as the real, genuine, honest-to-God truth, pointedly put—unless the truth about your line will not bear being told. In that case the best thing to do is to make a change.

Now and then we find a salesman who prides himself on his rough-and-ready manner and on his neglect of the more formal courtesies of business life. He seems to think he can over-ride custom and attract attention by his freak manner. In other words, he thinks the way to put punch into salesmanship is to be a freak so as to attract attention. Rough and even coarse manners mark such men sometimes.

They think that profanity emphasizes the point they want to make. They forget apparently that the best class of buyers are people who are merely disgusted with profanity and avoid the man who uses it. I don't want a man trying to convince me by the use of profanity, and I would not buy the best article in the world of a man who tried to entertain me with indecent stories.

MOUND TOOLS FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U.S.A.

Hodell CHAIN



There's more than mere gratification in selling your trade an article which you know will render him all the satisfaction, and more than he ever expected to get for the investment. There's a confidence that the one-time customer will come back, will become a friend who will not be attracted by the temporary competition of quick-passing novelties.

Such are the advantages of selling Hodell chain. It is, and always will be best.

The story of Hodell Chain is convincingly told in our booklet, "The Roller Bearing Idea Applied to Chain." Write for a copy.

THE CLEVELAND GALVANIZING WORKS CO.
CLEVELAND OHIO U.S.A.

Pacific Coast Offices

W. B. WILSON
66 Eighth Street
San Francisco, Cal.

SANDS & COX
207 San Fernando Bldg.
Los Angeles, Cal.

STRIMPLE & COX
1127 Smith Bldg., Seattle, Wash.



DON'T EXPERIMENT
START YOUR CAR OFF RIGHT
THEN STAY RIGHT

MONAMOBILE OIL

Will be a revelation to you in
Smooth, steady action of motor
Gain in power
Freedom from carbon

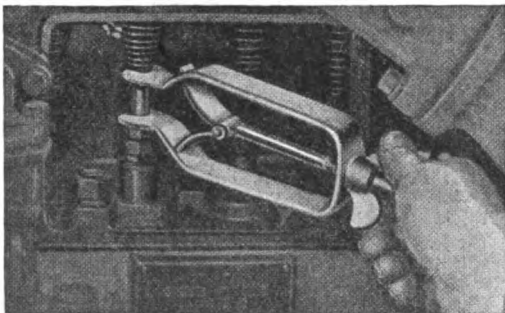
Motor B Tractor Oil
Monarch Axle Grease
Monamobile Transmission Grease
Gold Medal Cup Grease

MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by
WHITON HARDWARE CO., Seattle
J. E. HASELTINE & CO., Portland
DIRKS MOTOR SUPPLY CO., Spokane

Our 15-gallon drum is just the thing for your
private garage



EVERY AUTO OWNER IN YOUR COMMUNITY Needs a Ryan Valve Spring Tool

In fact, it is necessary where ever motors
of any description are used.

Marine hardware dealers find a big de-
mand for them.

The only efficient tool of the kind made.

Write for full information and particulars

LIVE AGENTS WANTED

L. C. Ryan & Sons, Pacific Grove, Cal.

MAKE TIRES TO SUIT ROAD CONDITIONS

There are at least three progressive tire manufacturers that have adopted the policy of extending their lines to fit the requirements of motorists as regards the varied road conditions.

They are—the Revere Rubber Co., the Hartford Rubber Works Company and the G. & J. Tire Company, manufacturing, respectively, the famous tire brands known as the Revere—the Double Duty Tire, the Hartford—the tire that stands for tire insurance, the G. & J.—the name behind the tire.

All of these manufacturers have added a stronger fabric non-skid tire to their present lines. All three have also added a cord tire, with heavy attractive non-skid treads.

They all make practically the same claim for their products, which can be tersely stated as follows: "That the new and stronger fabric tire is a supremely serviceable article in its price class, averaging about 20% higher than the smooth." For some years, these manufacturers have been making a non-skid tire, averaging about 5% higher than the smooth. The new cord tire averages 45% or more higher than the smooth, according to size. This gives these three companies a complete line of tires from the price standpoint.

And since the difference in price between the various grades is small, with the smallest difference between the lower priced tires, this gives the motorist a complete range to fit every need of price and use and eliminates the necessity of asking him to adapt his needs to a universal average.

A representative of one of these manufacturers has stated that this development in the tire industry is in line with the general industrial tendency of the country in seeking foreign markets. Too long the American manufacturer has made what he saw fit and expected the consumer to modify his needs and demands to suit these products. Many of the European countries, by more careful consideration of the requirements of their trade, have defeated the American manufacturer, just because the American manufacturer has assumed the arbitrary policy of manufacturing only what he cared to make. As a consequence, the tendency of the rubber business as shown by the manufacturers whose names are given is in the right direction.

Theodore Roosevelt — The war I was in wasn't much of a war, but it was all there was, and it was not our fault if there as not enough to go round.

Beggar—"Will youse give a poor blind man a dime?"

Citizen—"But you can see out of one eye."

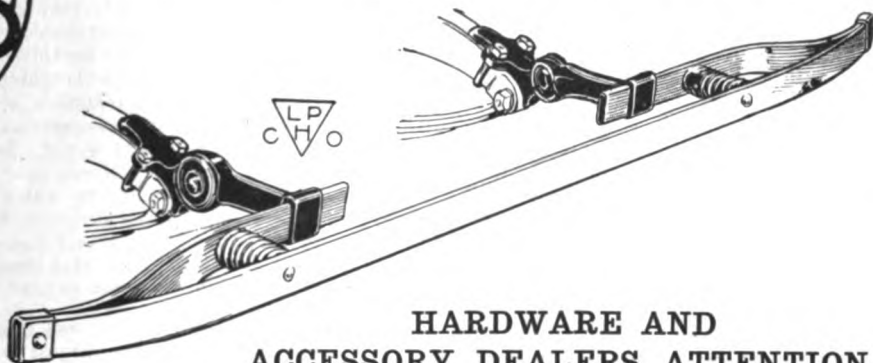
Beggar—"Oh, well, make it a nickel then."

HALLADAY BUMPERS

THE PROGRESSIVE, PROFITABLE LINE



The New
Multiple
Spring
Bar
Bumper



HARDWARE AND
ACCESSORY DEALERS ATTENTION,

Our line of Bumpers is complete with fittings for front and rear of all cars of standard or special construction. Write today for our new catalog of bumpers and automobile accessories.

L. P. HALLADAY CO., Streator, Ill.

DISTRIBUTORS

Ash & Co., 16-24 W. 61st St., New York City
E. L. Thompson Co., 817 Boylston St., Boston
Gray-Heath Co., 1440 Michigan Ave., Chicago

Sanford Brothers, Chattanooga, Tenn.
Southern Distributors

Norman Cowan, San Francisco
Los Angeles, Portland and Seattle
Pacific Coast Distributors

Radiators are Freeze-Proof
with

ALCOLA

under lowest temperatures

One package keeps radiators from freezing at 20 degrees below zero.

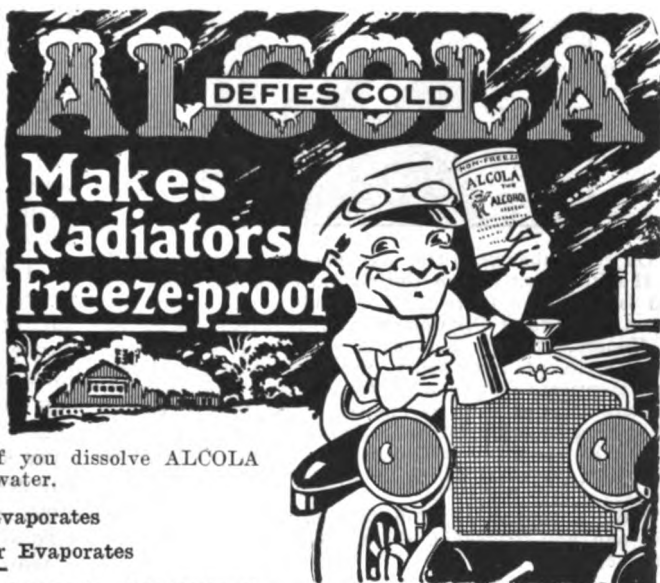
Use your car all Winter. Get a full year's service now that the bugbear of freezing water systems has been removed by ALCOLA. The saving in radiator repair bills to the owners of light delivery cars and trucks, is many times the cost of ALCOLA. Your car can stand in the coldest temperatures, if you dissolve ALCOLA in the water. Instantly soluble in cold water.

Water Freezes—Alcohol Evaporates

ALCOLA Neither Freezes Nor Evaporates

ALCOLA is chemically neutral. It will not rust or corrode. One treatment is enough for entire Winter. ALCOLA raises the boiling point of your cooling system to 250 degrees—whereas alcohol boils at 131 degrees and water at 212 degrees—ALCOLA boils at 250 degrees. Price, in the U. S., \$2.00; Price, in Canada, \$2.50. **DEALERS:** Your winter sales can be greatly increased by instantly stocking in with ALCOLA. There is an enormous demand for this product. Put in a moderate stock at once, to take care of immediate orders. We have no fear but that you will come back with constant repeat orders. A big, liberal proposition should enlist your hearty co-operation.

ALCEMO MFG. CO., 203 Bridge St., Newark, N. J.



ALCEMO MFG. CO., 203 Bridge St., Newark, N. J.
Ship me 1 dozen ALCOLA at dealer's discount
Name.....
Address.....

WOMEN HELP GOVERNMENT PRODUCE OIL

Today the government is crying for more oil and still more oil for war use by our country and our allies, and women are foremost among those who are answering the call.

Though war-times have brought womankind to the front in all angles of business, the financial world has been surprised to find how successfully women have entered and developed big business. Large old-established corporations that have had very little competition before now, find themselves confronted by women rivals that are making themselves prominent.

Among these interesting women's companies, the foremost is, perhaps, the Woman's Federal Oil Co. of America. This unique oil corporation was originated and is being successfully managed exclusively by women. It has now grown so important that financiers are acknowledging its success and are watching it with keen interest.

The history of this woman's oil corporation forms an intensely interesting story of the rare accomplishment of women, absolutely unaided by man.



On November 22, 1915, a corporation was approved by the President of the United States, under the Federal laws of the District of Columbia. This was the Woman's Federal Oil Company of America. Mrs. H. H. Honore, Jr., of Chicago, is president; Mrs. Elizabeth Doyle, of Shreveport, La., first vice-president; Mrs. Henrietta Cosgrove of Joplin, Mo., originator of Mothers Pension Bill, is chairman of the Advisory Council; and some fifteen other equally well-known women, as executives and directors, began the tremendous task of establishing a dividend-paying oil industry.

With a capital of \$750,000 and their stock fully paid and non-assessable, these courageous women began their work.

They proved the shrewdness and intuition of womankind in securing leases on over 350,000 acres of rich oil land in Oklahoma, Texas, Kansas and Louisiana. They lost no time in acquiring a complete equipment of drilling machines, pipe lines, power plant and tankage.

The Woman's Federal Oil Company of America had been in existence less than a year when it began paying dividends to its stockholders.

Wise oil men who heralded the advent of a woman's oil corporation with laughter, were amazed at the growth of this organization, which now enjoys the profound respect and co-operation of these same men and the entire financial world. In their Cherryvale, Kansas, section alone, fifteen producing oil wells have been drilled. The extent to which this company will produce oil and make fortunes when their rich oil lands in Oklahoma, Texas and Louisiana are drilled, is beyond calculation. At this time, with only fifteen wells in operation, they are paying 12% dividends to stockholders.

Their newest well was brought in as late as October 1st. It was the largest well of the entire Cherryvale field.

It is no wonder that the entire financial world is doffing its hat to the Woman's Federal Oil Company of America, and to the able women who manage it. This woman's enterprise has made good.

Womankind is making herself felt in big business today. As the war endures, it is safe to predict that the women of America will record many new achievements that heretofore have been attributed to man alone.

SUGGESTIONS FOR YOUR TIRE REPAIR DEPARTMENT

As the majority of merchants sell tires and accessories here is a suggestion made by D. S. Buck that is worth while:

I would ask my patrons to keep and bring in all tacks, nails, and various snags that they found in their tires. I would also make a collection of similar objects rescued from tires left to be repaired, and when I had accumulated enough for a display, I would arrange them neatly as a "Chamber of Horrors" in my show window.

I would label each object with a suitable description, mentioning probably the name of the car owner and any other facts likely to cause interest. After this museum of tire hazards had grown to the point where car owners would bring their friends to see it, I would place in the same window a notice that however serious the tire injury, I had the facilities for rendering prompt and first-class repair service. A display of this kind would cause my tire shop to be remembered by passers-by and I would be likely to secure their patronage.



Write for Booklet W.

AUTOMOBILE ACCESSORIES CO., Baltimore, Md.

Have You a Motor?

LOOK! See that groove controlling the oil! The groove full of oil forms a dam. Gas cannot get down, surplus cannot get up. That's why motor has more power, no carbon. ISN'T THAT A REASON!

Ford size and under 50 cts.



IT'S TOUGH

DURABLE AND DEPENDABLE

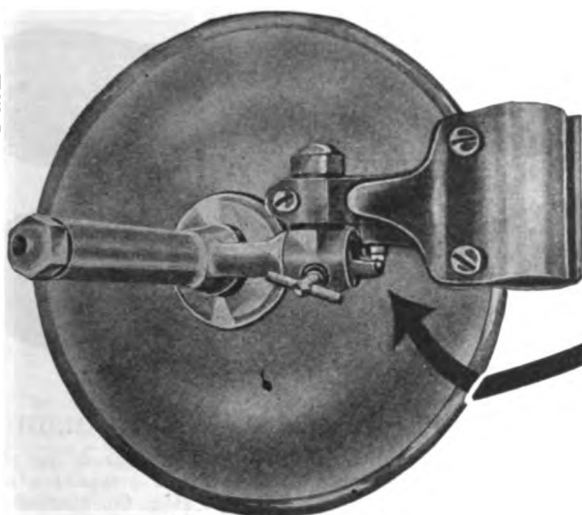
Special Sets for FORDS

Get Our Prices

STAYBESTOS MFG. CO.

5516 Lena Street, Germantown, Phila.

WILLIAMS' SILVERBEAM SPOTLIGHT



Rear View of Williams' Silverbeam Spotlight

Has adjustable control to comply with requirements of the lighting laws of all States. May be used for either left or right side of windshield

Detachable for Trouble Lamp or for lighting camp at night. Has inclosed dust-proof and water-proof switch.

TWO SIZES

6 and 7 Inches

WE SELL THROUGH JOBBERS ONLY

and are represented on the Pacific Slope by

HUGHSON & MERTON, Inc.

San Francisco Portland Denver

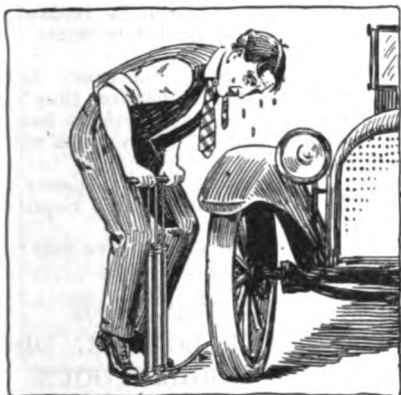
^{List} Model A, \$9.00

^{List} Model B, \$10.00

MANUFACTURED BY

WILLIAMS MFG. CO.

310 North Flower Street, Santa Ana, Cal.



THE OLD WAY
Both Man and Car are Tired



THE ROSE WAY
Nobody Tired But the Car

A Back Breaking Job for a Strong Man is Child's Play

With a

Rose Tire Pump

"It's the Patent Valve"

ON THE MARKET THREE YEARS AND NOW
THE BIGGEST SELLER IN ITS LINE

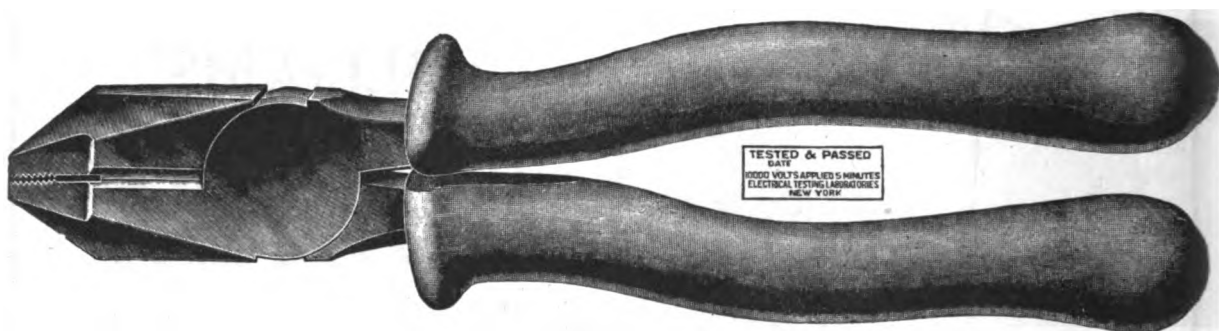
For Sale by Most Jobbers

TO SHOW YOU we will send you a sample Rose Pump direct from the factory at the regular dealer's price, transportation charges prepaid, providing you will send us the name of your jobber.

LIST PRICE \$3.00

J. H. Haney & Co., Hastings, Neb.
MANUFACTURERS

Rose Tire Pumps, Rose Grease Guns, Rose Fan Belts, and All Automobile Leather Accessories



THIS PLIER IN DEMAND BY MOTORISTS, ELECTRICIANS AND MECHANICS.

WHY DON'T YOU GET THIS INFORMATION?

If you know of an article that would be in constant demand by every automobile owner, mechanic, electrician, farmer and householder—in fact, by everyone who had use for a plier, you would want to get information about it, and put it in stock.

"Safety First" is not only a good slogan as applied to the "Rimco" Rubber Insulated Plier, illustrated herewith, but when you couple it up with its superior quality, you have an article which you know you can recommend to your customers, with confidence that it will please and satisfy. It is the quality of the goods you sell that helps to make your reputation.

These pliers are made so that the insulation will not crack or break, even when dropped on a hard surface or from a long distance. The secret of uniting the rubber compound to metal is fully protected by patents, and this plier is not to be confused with the patent slip-on-handles of semi-soft rubber. Every one of these pliers are tested in the factory for 10,000 volts.

These pliers are having a wide sale from one end of the country to the other. In fact, they only need to have the attention of your customers called to them to be in instant demand, at least, that is the experience of successful merchants the country over.

The 6-inch size sells for only \$2.00 and the 8-inch plier at \$3.00, and there is a good profit in each for the retail merchants.

Full and interesting information can be had by addressing the Rubber Insulated Metal Corporation at Plainfield, New Jersey.

This will be a splendid article for the dealer to stock in 1918.

WUXTRA

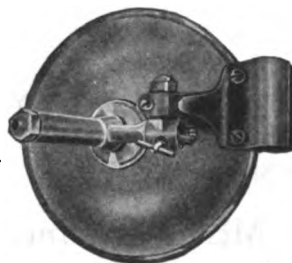
Newsboy—"Great mystery! Fifty victims! Paper, mister?"

Passer-By—"Here, boy, I'll take one. (After reading a moment.) Say, boy, there's nothing of the kind in this paper. Where is it?"

Newsboy—"That's the mystery, guv'nor. You're the fifty-first victim."

WILLIAMS SILVER BEAM SEARCHLIGHT

This searchlight, although manufactured on the Pacific Coast at Santa Ana, Cal., has attained a national distribution. The Williams Mfg. Co. started in a small way at first, but their business has developed to such an extent that increased facilities have been made necessary in order to take care of their nation-wide sale.



The Williams Silver Beam Searchlight has a number of exclusive features, which make it a profitable auto accessory.

They claim it is the one spot light which can be removed from the bracket and used as a trouble light without using the wrench. It can be instantly focused on the work at hand by a device accessible on the outside.

The lens is convex, thus giving a maximum light radius. The reflector is ground with pumice, thus insuring an absolutely true surface. All metal is heavily nickled. The reflector is made of heavy brass with a high luster silver polish.

It has full universal bracket with detachable swivel. It has a device for directing down to meet requirements of state laws.

The Williams Mfg. Co. will be glad to give full information to any of our readers upon request.

HARDWARE MERCHANT LOGICAL DISTRIBUTOR OF AUTOMOBILE TOOLS



Recognizing this fact the Mound Tool Co., St. Louis, have prepared a set of tools in an attractive case as illustrated herewith. These tools are adapted not only for automobilists, but for engineers, machinists, electricians, millwrights, and other mechanics, who naturally look to the hardware merchant for information of this character. This attractive display case

is one that merchants will find a big help in increasing their sales. Their line of tools is most complete for the automobile, and they will be glad to give full information to any of our readers upon request.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



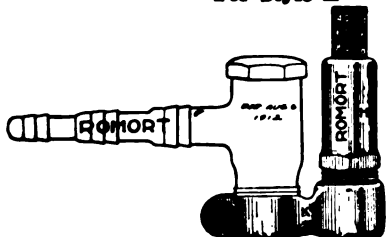
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

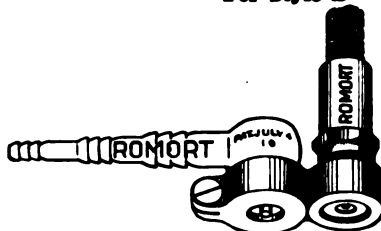
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

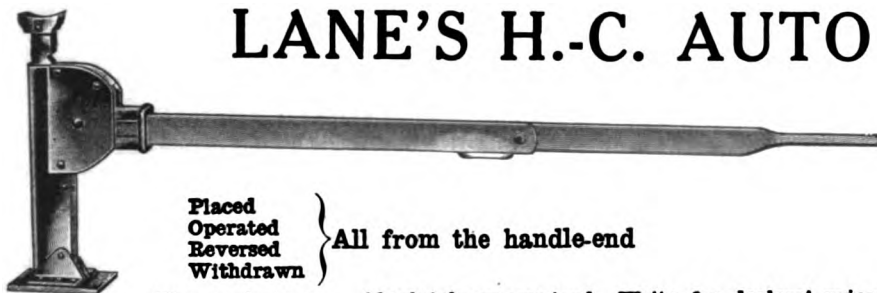
Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

LANE'S H.-C. AUTO JACK



Is placed on handle
and pushed under
car

Placed
Operated
Reversed
Withdrawn

} All from the handle-end

Folds in middle for
stowing away.

Thousands in use. Absolutely guaranteed. Write for dealers' prices

LANE BROS. CO.

POUGHKEEPSIE, NEW YORK

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

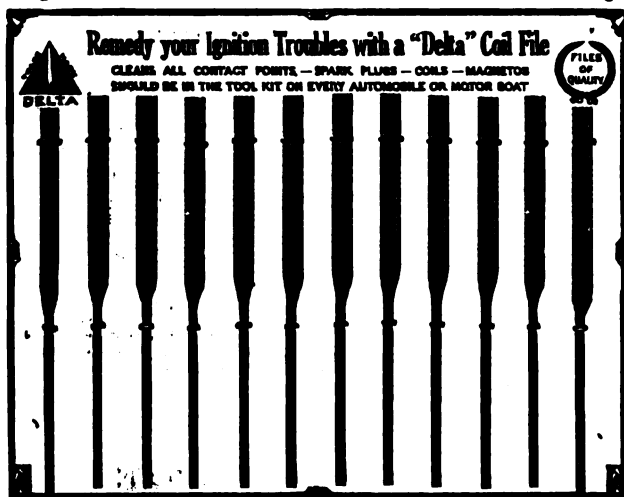


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with a

DELTA COIL FILE



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.



MAKE ANY TEST YOU LIKE

So confident are the Alcmo Manufacturing Company, Newark, N. J., of the value of Kor-Ker Puncture Cure, that they suggest to any doubting automobile owner that he put this Puncture Cure to any test that he likes and they will pay for any damage to tubes or give a customer a new set.

No manufacturer will make such a broad guarantee unless he absolutely knows just what his Puncture Cure would do. We know of an automobilist who put the Puncture Cure inside his tires, which were nearly gone, drove small nails through a board and purposely run over them. He kept on going for 40 or 50 miles and when he returned found his tires were just as hard as ever, although there were four nail holes in the tires, the Kor-Ker Puncture Cure filling the punctures almost instantly and holding in the air.

This product is of such a nature, that it will not get hard in the tube and crack. It is guaranteed to do absolutely what they say it will. Their business



has shown a wonderful increase in the past six years, and they are likewise doing a good foreign business. The Alcmo Manufacturing Co. don't want a merchant to take any one else's word

for what their products will do. Don't judge it by other Puncture Cures.

Try it out with an open mind. Take no one else's advice and they say the results will astonish you. They will be glad to give any information to any of our readers and want to hear from desirable representatives.

RATCHET TAP WRENCH

The Moss-Ochs Company of Cleveland, Ohio, has recently placed on the market, a new and very handy tool, a Ratchet Tap Wrench, in two sizes: No. 1 0 to ¼



inch and No. 2 ¼ to ½ inch. It is made with a sliding T-handle, permitting its use in the most difficult corners, which makes tapping and reaming a pleasure instead of a burden. The handle may be held center by means of a dog which automatically fits in

a milled flat surface of the handle. Adjustment is made immediately to either right or left ratchet or rigid by turning a knurled sleeve. The chuck and ratchet is carefully hardened and all other parts are substantially made, insuring unusual durability.

"HARDWARE WORLD" NEEDED.

We are very much impressed with the "Hardware World," and the spirit which characterizes it, and we are glad to enclose our subscription.

It is truly a hardware publication that is "taken home at night and read from cover to cover."

J. H. VAWTER,
President Illinois Retail Hardware Association, Salem, Ill.

GROETKEN PUMPS

AUTOMATIC MEASURING



A most practical time and labor saving pump for the merchant.

Correct measurements will pay for itself in short time.

Used on all iron and wood shipping barrels for gasoline, kerosene or oils. HOSE connections if wanted.

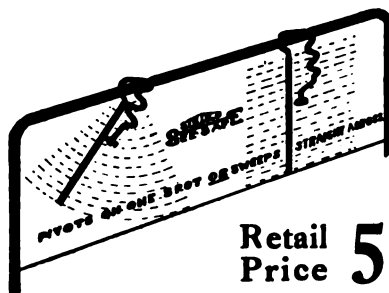
Write Us

The Groetken Pump Company
Aurora, Illinois

SEE-SAFE

50c WINDSHIELD WIPER

A NEW ONE



Retail Price **50c**

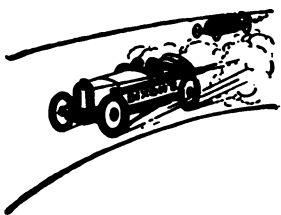
PACKED IN A NEAT COUNTER DISPLAY BOX HOLDING TWELVE

A WINTER NECESSITY
Order Today

DEALERS—If Your Jobber Does Not Stock It Yet, Write Us Direct and Give Us His Name

STADEKER METAL SPECIALTY CO.
19 So. Fifth Ave., Chicago, Ill.

MITCHELL MANUFACTURING CO.
Pacific Coast Representative
Room 210 Balboa Building San Francisco



Dixon's Gain

and hold customers for the farsighted dealer who sells the lubricants that deliver 100% service.

DIXON'S
GRAPHITE
Automobile
LUBRICANTS

will increase your customers' confidence in you.

Write to us for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Co.



Established 1827

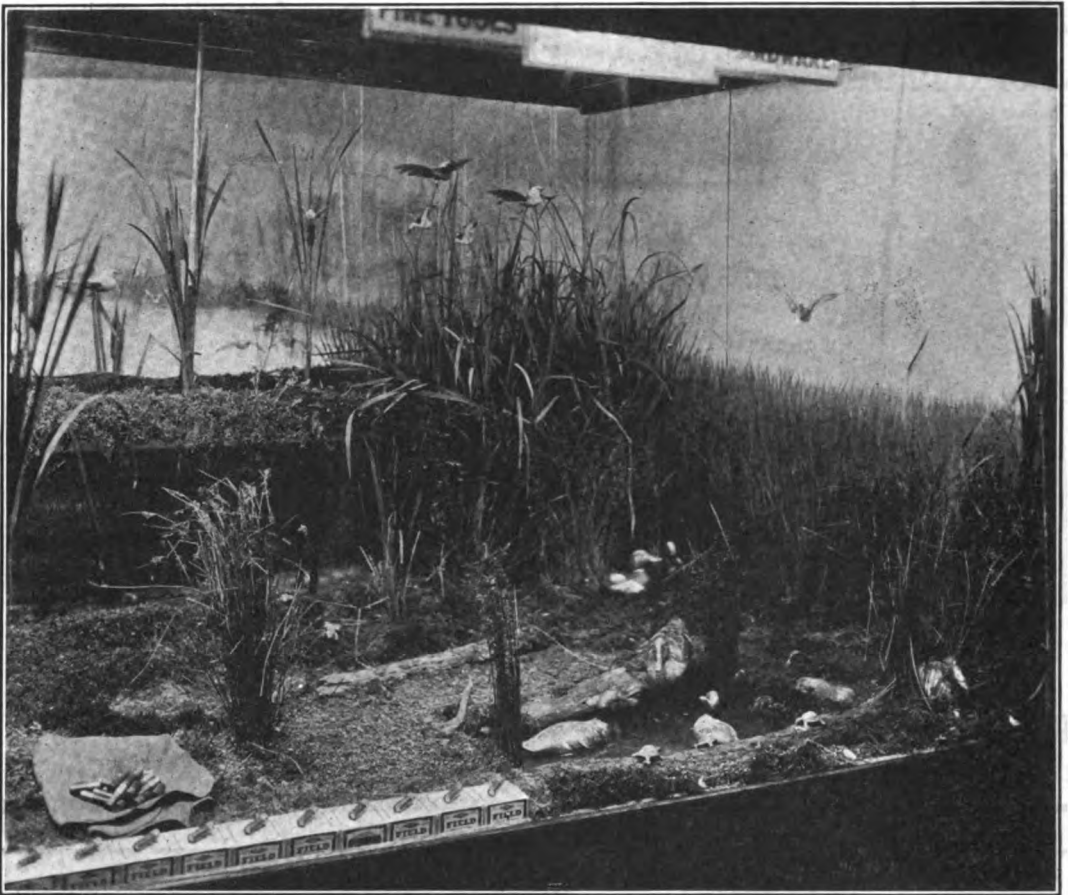


AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago



PRIZE SPORTING GOODS WINDOW

The window shown in the above photo was awarded first prize in its class in a display contest recently held at Eugene, Oregon.

As indicated, this represents a marsh, with a moss-covered floor, and dense growth of cat-tails and marsh grass. The painting at the side and the back completes the illusion and gives a great depth of distance. To the left of the window, resting on the floor, is a fish aquarium with trout swimming about. In the foreground is a tank where live ducks are entirely at home; decoy ducks are also used in this picture. Toy turtles and frogs are scattered throughout the moss and grass, and birds suspended from invisible wires gives the whole a touch of nature, which delights the onlooker.

This window was awarded the first prize in its class, being trimmed by Mr. W. W. Cummins for the Griffin Babb Hardware Co., Eugene, Oregon.

CHAIN MANUFACTURERS MERGER

Announcement has been made of the organization of the Columbus McKinnon Chain Co. of Columbus, Ohio, which is the outgrowth of the amalgamation of the Columbus Chain Co., with plants at Columbus, Ohio, and Lebanon, Pa., with the McKinnon Chain Co. of Buffalo, with plants at Tonawanda, N. Y., and St. Catharines, Ontario.

The new co-operation has a paid-up capital of \$2,500,000, the actual assets of the company being more than the capital stock.

New offices and factory buildings are being erected, and the employees number some 1500.

The plants are working to full capacity. The idea of the combination is to reduce overhead expenses, and produce a full line of chain at minimum cost.

Hickey Bros.' Hardware store was destroyed by fire recently at Nordhoff, Cal. Business has been temporarily resumed, and they will plan for business on a large scale for 1918.

SOMETHING NEW IN FLASHLIGHTS

The new Kwik-lite seamless cell is attracting much favorable notice among the local trade. In the past all battery cells have been soldered at the side and base but the new Kwik-lite cell is drawn from solid zinc, and there is no chance of leakage, enabling a guarantee of 25% longer life.

The Kwik-lite cases are provided with a special reflector and switch, making them superior to any flashlight cases on the market.

The Kwik-lite line is sold by most progressive jobbers and the western branch office is at 519-20 Wells Fargo Building, San Francisco.

EVERY ONE SAYS SO

We want to assure you of our appreciation of your magazine, and congratulate you upon the excellent manner in which your publication is conducted. W. M. NEAL, Sales Manager, Rubberset Co., Newark, N. J.

Hartford "H"
Hartford "Strongheart"
Hartford "Cord"

AND

Norwalk Tires

AUTO ACCESSORIES

Osgood Lenses

Weed Chains

S & M and
Silverbeam Spotlights

Zenoil
The Quality Oil

WRITE FOR CATALOG

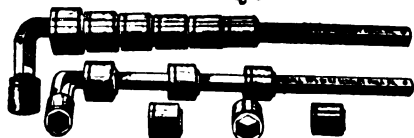
MARSHALL-WELLS COMPANY
PORTLAND, OREGON

"HEXALL"

Trade Mark. Reg. U. S. Pat. Office

SOCKET WRENCHES

ARE MADE AND GUARANTEED ON A STRICTLY
QUALITY BASIS



"HEXALL"
SOCKET WRENCH NO. 5.

A splendid tool. 10 1/4" hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 oz

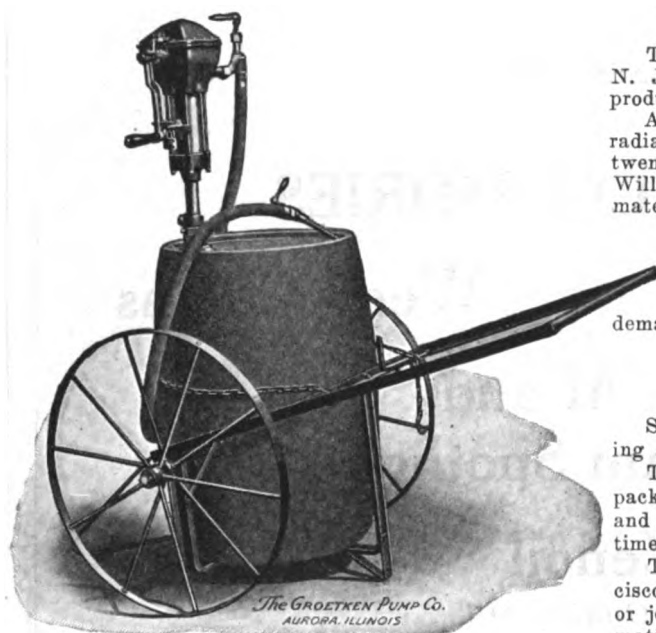
**BREAK ANY
SEDGLEY
WRENCH
AND WE REPAIR
IT—NO CHARGE**



"HEXALL" RATCHET WRENCH NO. 8
7" handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1 1/4 lbs. Set, complete with 11 pieces.

TO DEALERS: Ask your jobber or write for our proposition.

R. F. SEDGLEY, Manufacturer
2311-13 No. 16th St., Philadelphia, Pa.



The Groetken Pump Co.
AURORA, ILLINOIS

The Groetken Pump Co., Aurora, Illinois, are having much success with their portable barrel carts, illustrated herewith, which can be harnessed to any iron or wood shipping barrel by simply bringing up the grip chain round the barrel, which holds the barrel in a permanent position. This change may be made in five minutes.

The portable barrel cart is built of steel throughout. Wheels are 30 inches in diameter with ten spokes. The frame is constructed throughout with heavy steel angles. This gives ample strength and rigidity to the axle to prevent spread of wheels for the heaviest of loads. The grip chain around the barrel holds barrel in permanent position. A fixture on the axle keeps the barrel from tipping backwards.

It is of great convenience to anyone handling lubricating oil or gasoline, and is both a time and money saver.

The Groetken Pump Co. will be glad to give full information to any of our readers upon request.

PREVENTS RADIATORS FREEZING

The Alcemo Manufacturing Company of Newark, N. J., after long experimentation have put a new product on the market called Alcola.

Alcola is a substitute for alcohol. It will prevent radiators freezing, even in as cold a temperature as twenty degrees below zero. It is chemically neutral. Will not corrode or rust, or injure rubber, leather or material. It is instantly soluble in cold water.

One package is enough for a winter's service. The necessity of keeping practically all delivery cars and a great many pleasure cars running all through the winter has developed an enormous demand for such a preparation as Alcola.

SEE-SAFE WINDSHIELD WIPER

Stadeker Metal Specialty Co. of Chicago are calling attention to their See-Safe Windshield Wiper.

This is something new; retails for only 50c; is packed in a neat counter display box holding a dozen, and is a necessity in every section, especially at this time of the year.

The Mitchell Mfg. Co., Balboa Building, San Francisco, their Pacific Coast representative, their factory or jobbing connections will be glad to give full information to any of our readers upon request.

Why censure, condemn or e'en criticise

The faults you may see in another;
Just take out the beam found in your own eye
Then the mote will leave that of your brother.

You talk of his weaknesses, follies and sins,

He has them, that is doubtless too true;
But here is a question we'd like to propound:
What sort of a fellow are YOU?

Look not for the man who possesses no faults,

For we all have them, many or few;
When condemning another don't forget 'twill
be asked:

What sort of a fellow are YOU?

—Dewitt McMurray.



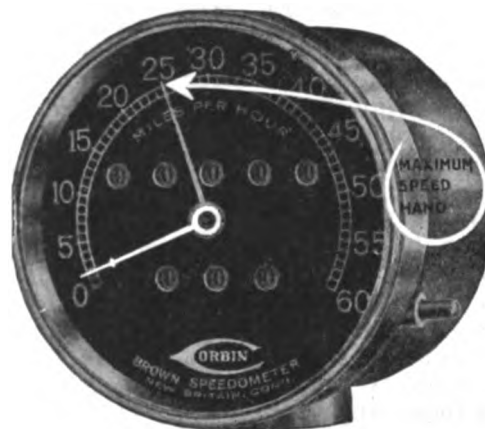
**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Nashville, Tenn.



*Here is the Explanation
of the Popularity
of the*

CORBIN-BROWN SPEEDOMETER

Both the principle upon which it operates and its mechanical construction fit it to fill best the requirements of the motorist.

By this we mean that because the principle of centrifugal force is a fundamental law and scientifically correct the Corbin-Brown is at all times accurate and absolutely immune to the numerous fluctuations caused by heat and cold, by altitudes and electrical influences.

—and also that because of its mechanical construction it is strong and durable and stands up under the strain of the most rigorous service.

Its hand is steady, its numerals large and clear and easily read. It is compactly built and handsomely finished in every detail.

For these reasons and these alone: accuracy, durability and convenience the Corbin-Brown has earned its reputation—it is the standard speedometer equipment.

Catalog on Request

The Corbin Screw Corporation

The American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

*Makers of
Corbin Duplex Coaster Brakes for Bicycles*



This is the
JENSEN

\$5.00

The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.

THE W. H. HOWELL CO., Geneva, Illinois.

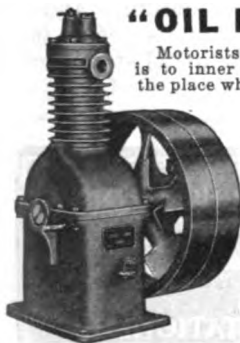
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

**CURTIS AIR—FREE
FROM OIL**

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



PLIGHT OF A MAN WHO TRUSTED A PARTNER TOO FAR

(Copyright by Elton J. Buckley.)

A case has just transpired within my knowledge which involves some of the dangers both of partnership and of giving loose financial statements to creditors. I have written considerable on both subjects, but this particular case throws light on them from a new angle, and, anyway, too much cannot be written on subjects so vitally important.

A and B formed a partnership about eighteen months ago to carry on a retail and wholesale business. A had been a retailer, B a broker. They executed articles of agreement covering their partnership, both being represented by counsel.

The firm opened a store, or rather took over and enlarged the store that had been operated by A. A ran it, and B took charge of the finances.

For several months nothing special happened. The business gained slowly but steadily, seeming to be perfectly healthy in every part, and with good prospects. About six months ago they got a chance at a piece of business which meant good profits and a valuable new connection if they could swing it. It also meant buying rather more heavily than their somewhat limited credit had allowed them to do. They talked it over and decided to try and increase their line of credit. B went to the two jobbers with whom they did most of their business and asked for a very substantial increase in their line. The jobbers asked to be shown, whereupon B went back to his office and without consulting A drew up a statement which contained one serious shortcoming.

To make this shortcoming clear I must explain a little. Of course, being a partnership statement, this contained the items of both A's and B's personal assets. One of B's assets was an undivided interest in his father's estate, which he estimated would be worth about \$8,000. He had borrowed \$5,000 on this, however, and of course his equity was only \$3,000. In the financial statement, made to obtain the new credit, B included his interest in his father's estate as worth \$8,000 instead of \$3,000. It appeared afterward that he did this because he expected to pay the \$5,000 loan off shortly from money which his wife was expecting from another source. I need hardly say that this was utterly without excuse.

The statement was satisfactory and the new credit was extended. The new contract proved somewhat of a lemon, and in a little while the new firm found itself in deep waters. One day when A and B were discussing their situation, B told A how he had put in his interest in his father's estate and confessed that the money his wife expected had not come and probably would not now come. A strongly urged B to go to the jobbers who had been victimized and tell them about it. B did not go, and though it was equally A's duty to go, he did not go either. The firm managed to get along for a couple of months longer and then went into bankruptcy.

In due time the truth came out, and what happened points my moral and adorns my tale.

A and B were arrested for false pretense and conspiracy to defraud. B because he was actually guilty of the fraud, and A because he concealed it after he knew about it. Neither has been tried as yet, but since the facts are admitted, it seems reasonably clear that both will be convicted. With some knowledge of the facts, I cannot see what possible defense either one can have.

There is another phase to the transaction. In making up the statement and giving it to the jobbers, B without doubt acted as agent of A, because he was his partner and that was exclusively his part of the work. In other words, civilly A was as culpable as B, and therefore when both men go through bankruptcy and ask the court for their discharge so they can engage in business again in their own names, the court will probably refuse discharge, not only to B, but to A, because A is legally as guilty as B. The result of which will be that A, who in a sense was innocent, at least until he knew of the fraud and concealed it, will for the balance of his business career, have to hide behind somebody else's name.

The moral, if you are a partner, is not to give up so absolutely to your partner matters which if not done right, can get you into difficulties, especially the making of representations about the firm's financial standing. And there is another moral, which I have so often taught before: put nothing in a financial statement but hard, cold, present fact.



MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader
Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich.

For Better Bookkeeping

LOOSE I-P LEAF

ASK YOUR STATIONER



Introducing Royal

Know Your Waste! Specify ROYAL

TWELVE GRADES of

ROYAL COTTON WASTE

SIX WHITE

Baron
Count
Czar
Duke
Earl
Emperor



SIX COLORED

King
Marquis
Mikado
Prince
Rajah
Sultan

A Grade for Every Need of Service or Price

Standardized—Guaranteed

QUALITY—uniform for "TARE" (Wrappings) 6%
WEIGHT—even—as ordered

Write or ask your jobber for Royal Sampling Catalogue; ask for samples of Royal Wool Waste

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector St.
St. Louis Office—Pontiac Bldg.

RAHWAY, N. J.

Chicago Office—People's Gas Bldg.

Pittsburg Office—Oliver Bldg.
San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND



There are no more enterprising merchants anywhere in the West than Chas. Ford Co. of Watsonville, Cal., who handle a general line of merchandise, which, of course, embraces hardware, house furnishings, sporting goods and automobile accessories.

Being enterprising merchants their sales windows are always attractive. Herewith is a window put in by their hardware department at the beginning of the hunting season, which proved especially effective. Such windows merchants in any size town will find advantageous.

SAVING IN INSURANCE WHEN CARS HAVE LOCKING DEVICE

Revision of the present insurance rates against the theft of automobiles is directly due to the negligence of owners in failing to protect their cars with patented locking devices, coupled with the lax methods of the police in many large cities, according to Ivan Goodrich, president of The Goodrich-Lenhardt Manufacturing Company of Philadelphia.

Figures compiled by Mr. Goodrich's research department show that in eight months of 1917, more than 10,000 cars were stolen in eight cities—New York, Chicago, Philadelphia, Detroit, Cleveland, Toledo, Columbus and Buffalo—of which the police recovered about 6000.

"In Philadelphia alone where we are in closest touch with the evil," said Mr. Goodrich in a recent interview, "the automobile casualty

underwriters report a loss of nearly \$1,000,000 this year, at least 300 cars a month being stolen.

"For many months we have urged, through a national advertising campaign, costing thousands of dollars, the absolute necessity of protecting motor cars against theft by the use of patented locking devices.

"Yet despite these warnings motor car thefts are piling up every day, due, our investigation shows, to the human nature of most owners, who scout the idea that their car will be stolen. In the sale of the Goodrich Lockswitch for Fords and the Goodrich Steering Column Lock, made for any make of car, we find that a majority of the purchasers have been victims of automobile pirates.

"For this reason alone in our publicity campaign we have concentrated our efforts in trying to drive home the fact that automobile thievery is rapidly becoming a national industry and that unless the owner installs an anti-theft lock immediately his car is bound to be stolen sooner or later.

"New York City is taking the initiative in making it compulsory that owners equip their cars with locking devices. This step, I believe, will be followed shortly in many other cities throughout the country for the reason that the great increase in the number of thefts makes it impossible for the police to combat the evil.

"Underwriters are urging owners to equip their cars with locking devices and with the new rates it is apparent that protected cars will be allowed a larger amount of insurance while that for cars which have no locking device will be reduced and the premiums increased.

"In Philadelphia it has been found necessary to form an 'automobile squad' made up of those plain clothes men who think they know the difference between a Ford and a Rolls-Royce. It has come to our notice that most detectives know nothing of automobiles, especially in recognizing different makes of cars.

"While the number of thefts is being gradually reduced by the use of locking devices, cars are being stolen nightly from in front of theaters, clubs and homes right in the central part of the city because their owners have not heeded the warning against thieves and have not installed a locking device that is always dependable.

"We have found that notices of only about one-third of the number of machines stolen in the larger cities are made public. In cases where cars are recovered, according to reports made to the underwriters, certain detectives call at the home of the owner and state that they are entitled to a 'little present' which is supposed to be for expenditures.

"In my judgment the best 'little present' any owner can make is to buy himself an anti-theft lock at the outset and avoid all trouble."

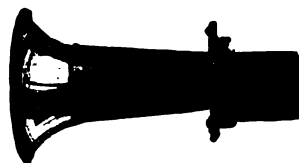
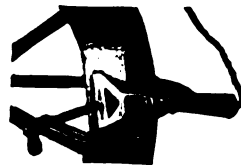
A LINE OF Automobile Sundries



Carried with a hardware stock, sells readily and opens up a new and fast-growing field for the hardware merchant.



We are in position to supply a long line of strictly standard, first class Automobile Supplies and Sundries. Include them with your hardware shipments.



Dunham, Carrigan & Hayden Co.
SAN FRANCISCO

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

| 60, 10, 10, 7½ & 2½. Same as { 55, 20, 10, 7½ & 2½. 40, 33½, 10, 10, 7½ & 2½. 40, 25, 20, 10, 7½ & 2½. 37½, 20, 20, 10, 7½ & 2½. 35, 25, 20, 10, 10 & 7½. } | | | | | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| 1\|00.29 22 | 11\|03.21 43 | 21\|06.13 64 | 31\|09.05 84 | 41\|11.98 05 | 51\|14.90 26 | 61\|17.82 47 | 71\|20.74 67 | 81\|23.66 88 | 91\|26.59 09 | | |
| 2\|00.58 44 | 12\|03.50 65 | 22\|06.42 86 | 32\|09.35 06 | 42\|12.27 27 | 52\|15.19 48 | 62\|18.11 69 | 72\|21.03 89 | 82\|23.96 10 | 92\|26.88 31 | | |
| 3\|00.87 66 | 13\|03.79 87 | 23\|06.72 08 | 33\|09.64 28 | 43\|12.56 49 | 53\|15.48 70 | 63\|18.40 91 | 73\|21.33 11 | 83\|24.25 32 | 93\|27.17 53 | | |
| 4\|01.16 88 | 14\|04.09 09 | 24\|07.01 30 | 34\|09.93 51 | 44\|12.85 71 | 54\|15.77 92 | 64\|18.70 13 | 74\|21.62 33 | 84\|24.54 54 | 94\|27.46 75 | | |
| 5\|01.46 10 | 15\|04.38 31 | 25\|07.30 52 | 35\|10.22 73 | 45\|13.14 93 | 55\|16.07 14 | 65\|18.99 35 | 75\|21.91 55 | 85\|24.83 76 | 95\|27.75 97 | | |
| 6\|01.75 32 | 16\|04.67 53 | 26\|07.59 74 | 36\|10.51 95 | 46\|13.44 15 | 56\|16.36 36 | 66\|19.28 57 | 76\|22.83 77 | 86\|25.75 98 | 96\|28.05 19 | | |
| 7\|02.04 55 | 17\|04.96 75 | 27\|07.88 96 | 37\|10.81 17 | 47\|13.73 38 | 57\|16.65 58 | 67\|19.57 79 | 77\|22.83 98 | 87\|25.75 98 | 97\|28.34 41 | | |
| 8\|02.33 77 | 18\|05.25 97 | 28\|08.18 18 | 38\|11.10 39 | 48\|14.02 60 | 58\|16.94 80 | 68\|19.87 01 | 78\|22.83 98 | 88\|25.75 98 | 98\|28.63 63 | | |
| 9\|02.62 99 | 19\|05.55 19 | 29\|08.47 40 | 39\|11.39 61 | 49\|14.31 82 | 59\|17.24 02 | 69\|20.16 23 | 79\|23.08 43 | 89\|26.00 63 | 99\|28.92 85 | | |
| 10\|02.92 21 | 20\|05.84 41 | 30\|08.76 62 | 40\|11.68 83 | 50\|14.61 04 | 60\|17.53 24 | 70\|20.45 45 | 80\|23.37 66 | 90\|26.29 86 | | | |

| 60, 10, 10, 7½ & 5. Same as { 55, 20, 10, 7½ & 5. 40, 40, 10, 7½ & 5. 37½, 20, 20, 10, 7½ & 5. 33½, 25, 20, 10, 7½ & 5. } | | | | | | | | | | | |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| 1\|00.28 47 | 11\|03.13 19 | 21\|05.97 90 | 31\|08.82 62 | 41\|11.67 33 | 51\|14.52 05 | 61\|17.36 76 | 71\|20.21 48 | 81\|23.06 19 | 91\|25.90 91 | | |
| 2\|00.56 94 | 12\|03.41 66 | 22\|06.26 37 | 32\|09.11 09 | 42\|11.95 80 | 52\|14.80 52 | 62\|17.65 23 | 72\|20.49 95 | 82\|23.34 66 | 92\|26.19 38 | | |

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.

507 Pioneer Building,
Seattle, Wash.

1134 Citizen's Nat. Bank Bldg.
Los Angeles, Calif.

Hardware World

388 Taylor St., corner Tenth,
Portland, Oregon.

204-207 Scott Building,
Salt Lake City, Utah.

220-225 Pacific Building,
Vancouver, B. C., Canada.

Boatmen's Bank Building, St. Louis, Mo.

HERCULES SPARK PLUGS



GUARANTEED 5 YEARS

DISTRIBUTED BY

A. Baldwin & Co., Ltd., New Orleans, La.
 Julius J. Bantlin Co., Cincinnati, Ohio.
 G. W. Barnett Hdw. Co., Montgomery, Ala.
 Beck & Corbitt Iron Co., St. Louis, Mo.
 Geo. F. Blake, Jr., & Co., Worcester, Mass.
 H. F. Brownell Co., Sioux Falls, S. D.
 Burhans & Black, Inc., Syracuse, N. Y.
 P. Burns Saddlery Co., St. Louis, Mo.
 Caffaratti & Co., Buenos Aires, Argentina.
 Canton Hardware Co., Canton, Ohio.
 Hugh Carson Co., Ltd., Ottawa, Ontario.
 Central Rubber & Supply Co., Indianapolis, Ind.
 Cook Iron Store Co., Rochester, N. Y.
 Andrew Cowan & Co., Louisville, Ky.
 Crowell Bros., Halifax, Nova Scotia.
 Doubleday-Hill Electric Co., Pittsburg, Pa.
 Emkie-Sugart-Hill Co., Council Bluffs, Emmons-Hawkins Hdw. Co., Huntington, W. Va.
 Fort Wayne Iron Store Co., Ft. Wayne, Ind.
 J. D. Grant, Fargo, N. D.
 Gray & Dudley Hdw. Co., Nashville, Tenn.
 Hackett, Gates, Hurty Co., St. Paul, Minn.
 The George Hamburger Tool & Supply Co., Denver, Colo.
 J. H. Haney & Co., Omaha, Neb.
 Harbison & Gathright, Louisville, Ky.
 Harpham Brothers Co., Lincoln, Nebr.
 John J. Harrington, Richmond, Ind.
 Havana Commission Co., Havana, Cuba.
 Hercules Co., Westfield, Mass.
 Hibbard, Spencer, Bartlett & Co., Chicago.
 Hoffman Hdw. Co., Los Angeles, Cal.
 Holmes Hdw. Co., Pueblo, Colorado.
 H. S. Howland Sons & Co., Ltd., Toronto, Ontario.
 T. T. Hutchisson & Co., Wheeling, W. Va.
 Charles Ifield Co., Las Vegas, N. M.
 Indianapolis Saddlery Company, Indianapolis, Ind.
 Inland Iron Co., Fresno, Cal.
 Inter-State Oil Co., La Crosse, Wis.
 Janney, Semple, Hill & Co., Minneapolis, Minn.
 Kelley-How-Thomson Co., Duluth, Minn.
 King Hardware Co., Atlanta, Ga.
 Klostermeier Bros. Hdw. Co., Atchison, Kas.
 Knapp & Spencer Co., Sioux City, Iowa.
 Korsemyer Co., Lincoln, Neb.
 Larson Hdw. Co., Sioux Falls, S. D.
 La Salle Light Co., Chicago, Ill.
 Lee-Coit-Andersen Hdw. Co., Omaha, Neb.
 Lerch Brothers, Baltimore, Md.
 Rice Lewis & Son, Ltd., Toronto, Canada.
 Logan-Gregg Hdw. Co., Pittsburg, Pa.
 Matador Tire & Vulcanizing Co., Chicago, Ill.
 Miller-Morse Hardware Co., Winnipeg, Manitoba, Canada.
 Minnesota Autosupply Co., Winona, Minn.
 Morse Hdw. Co., Bellingham, Wash.
 C. Neidhardt & Co., Rochester, N. Y.
 Northwestern Electric Equipment Co., St. Paul, Minn.
 The Ohio Rubber Co., Cincinnati, Ohio.
 Oskamp Auto Supply Co., Cincinnati, O.
 Palace Hdw. & Arms Co., Phoenix, Ariz.
 E. Scott Payne Co., Baltimore, Md.
 Peden Iron & Steel Co., Houston, Texas.
 John Pritzlaff Hdw. Co., Milwaukee, Wis.
 W. E. Pruden Hardware Co., New York.
 Richmond Hardware Co., Richmond, Va.
 Robinson Bros. & Co., Louisville, Ky.
 Robison Heavy Hdw. Co., St. Joseph, Mo.
 Ross-Frazer Iron Co., St. Joseph, Mo.
 St. Paul Electric Co., St. Paul, Minn.
 Scheffer & Rossum Co., St. Paul, Minn.
 J. H. & F. A. Sells Co., Columbus, Ohio.
 Doherty Sheerin & Co., Indianapolis, Ind.
 J. B. Sickles Saddlery Co., St. Louis, Mo.
 Simmons Hardware Co., St. Louis, New York, Philadelphia, Toledo, Minneapolis, Sioux City, Wichita.
 Sligo Iron Store Co., St. Louis, Mo.
 Smith-Worthington Co., New York, N. Y.
 Strevell-Paterson Hdw. Co., Salt Lake City, Utah.
 Snellfloh & Seefeld, Milwaukee, Wis.
 Supplee-Biddle Hardware Co., Philadelphia.
 Sullivan Supply Co., Saginaw, Mich.
 Stuart-Howland Co., Boston, Mass.
 W. H. Thorne & Co., Ltd., St. John, N.B.
 Tool Specialty Co., Kansas City, Mo.
 Universal Accessories Co., Indianapolis, Ind.
 Van Camp Hdw. & Iron Co., Indianapolis, Ind.
 Wagner Hardware Co., Mansfield, Ohio.
 James Walker Hdw. Co., Ltd., Montreal, Quebec, Canada.
 Waterhouse & Lester Co., San Francisco and Los Angeles, Cal.
 Weed & Co., Buffalo, N. Y.
 Western Automobile Supply Co., Omaha, Neb.
 W. R. Wheeler Co., Indianapolis, Ind.
 Wood, Vallance & Co., Ltd., Hamilton, Ont., Canada.

JOHN T. ROWNTREE, INC., COAST REPRESENTATIVE

Los Angeles San Francisco Seattle Salt Lake City Denver

MANUFACTURED BY
ECLIPSE MANUFACTURING CO.
 INDIANAPOLIS—U.S.A.

New Goods and Specialties

INTRODUCES THE JUNIOR AUTO WHEEL CONVERTIBLE ROADSTER

The Buffalo Sled Company Placing On the Market a Very Clever Wagon for the Little Tots.

The public's enthusiastic approval of the Auto Wheel Convertible Roadster has prompted the Buffalo Sled Company, of North Tonawanda, N. Y., to put out a "Little Brother" to the Auto Wheel Convertible



This wagon is pulled with the greatest ease and is splendidly adapted to the use of youngsters. Any child can readily push up the sides or pull them down,



converting the roadster into a coaster or vice versa.

It is substantially built throughout. The same color scheme which has made the Auto Wheel Coaster and the Auto Wheel Convertible Roadster so familiar to everyone is used on the Junior.

A demand is being created for this Junior Roadster through the extensive national advertising done by this concern. Dealers everywhere are given the utmost selling co-operation and those who feel they are not getting their share of coaster cart business should investigate this well-known, meritorious line.

We know the manufacturer very well and have always found them reliable, progressive and in every way a firm well worthy of the reputation it has among the trade.

"QUALITY, MERIT AND CLASS."

The "HARDWARE WORLD" bears out my policy of quality, merit and "class." I am glad to have it. I am progressive in business and the "HARDWARE WORLD" is certainly of that class.

All these things help personally. I am always open to improvement, for we all learn through criticisms and suggestions of our friends.

WALTER GUYOT.

TELEPHONE TRANSMITTER INSURES PRIVACY



Mute-A-Phone

The Pelouze Mfg. Co., Chicago, have placed on the market the Mute-A-Phone, which is a secret telephone transmitter, which permits privacy in telephoning. This may be instantly placed on any telephone mouth piece. It is not permanently attached, therefore anyone who can should have their own individual Mute-A-Phone, as it is more sanitary.

The urgent need of privacy in telephone conversation is at last made possible by the invention of the



Mute-A-Phone in Use

Mute-A-Phone. One can speak clearly and distinctly almost in a whisper. This is a device that is sure to be in demand, and represents the highest perfection in the evolution of the telephone.

In telephoning one need not disturb others, and others using it will not annoy you, because you speak in a very low tone, almost a whisper under many conditions.

This retails, nickel plated, for \$2.50, silver plated, \$4.00. It is for sale by leading merchants everywhere, and hardware merchants will find this a profitable and ready selling specialty.

The Pelouze Mfg. Co. will be glad to give full information to any of our readers upon request.

A DIFFERENT REFRIGERATOR BOOK

A neat white booklet on "Stone White" refrigerators has just come to our desk, and it gives much valuable information about the "Chest with the Chill in it," made by the Maine Manufacturing Company, Nashua, N. H.



The purpose of this "Stone White" booklet, 1918 edition, is to present to the dealer and to the consumer the fact that the stone lining of the "Stone White" is genuine stone from the quarry, with a snow-white, glass-smooth surface; that this stone is proved by actual test the greatest cold-retainer known, and is used only by the Maine Manufacturing Company.

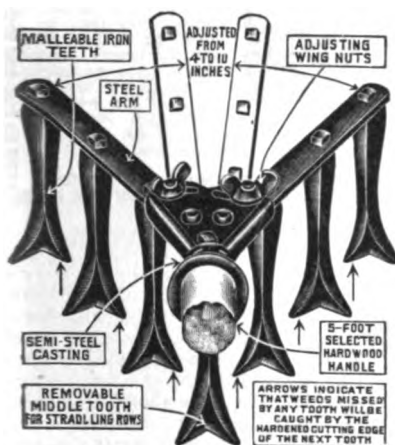
It is important that the trade understand that the stone lining of the "Stone White" is genuine quarried stone, and is not a substitute, like the composition "advertised as stone," and other linings brought out as a result of "Stone White" success.

The new booklet is strong and interesting, and will be mailed to the trade promptly upon receipt of application.

LIBERTY CULTIVATOR-WEEDER

The J. E. Gilson Co., Port Washington, Wis., manufacturers of garden and farm implements, cultivators, etc., are making the Liberty Cultivator-Weeder here illustrated.

While containing the recognized good points of other garden tools, has in addition the cultivator teeth so arranged that they will absolutely cut all of the weeds during its operation. This means double efficiency and eliminates the necessity of cutting the



weeds and cultivating in two separate operations. The Liberty Cultivator-Weeder also has the advantage of being adjustable for any distance between rows. The adjustment is made by simply loosening the two wing nuts and moving the side arms to the desired width. To straddle the plants for cultivating both sides of a row the middle front tooth

can be quickly detached. The extra long handle provided, and the special design of the teeth make the operation of the tool very easy. No downward pressure on the handle is required.

Handle is good quality ash, 5 feet long, polished. Teeth are malleable iron; sharpened and hardened cutting edge. Steel parts are high grade, and substantial. Socket is semi-steel, strong enough to endure the hardest use. Adjustable, minimum width, 4 inches; maximum width, 10 inches; middle tooth removable. Packing—shipped complete 6 in bundle. Optional handles and tools packed separate. Weight, 25 lbs. to half dozen in bundle.

PARKER SUPPLY CO. INCREASES FACILITIES

The Parker Supply Co., 785 East 135th Street, New York, are in position to manufacture and supply Parker Steel Sheet Metal Screws, Expansion Bolts, Sash Chain and Damper Quadrants.

The company has been completely reorganized and is now backed by a \$3,000,000 international concern.

A great deal of new machinery has been installed, and the factory has doubled its output. H. Rosenberg, a well-known inventor, remains as heretofore the company's president.

LOTS OF 'EM, TOO

Jack—"Speaking of ships, what kind of a ship is a courtship?"

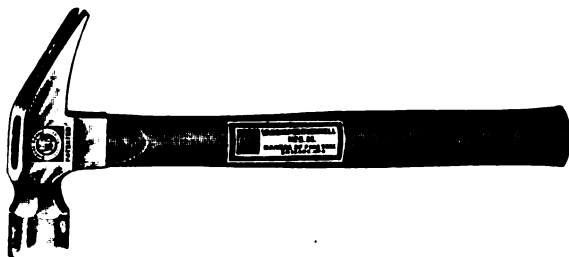
Tom—"It's a transport, my boy."

Judge—"Uncle Mose, your first wife tells me that you are three months behind with your alimony."

Mose—"Yes, judge. Ah reckon dat am so. But yo' see it's jes' dis way. Dat second wife of mine ain't turn'd out t' be the worker dat Ah thought she was gwine t' be."

999 HAMMER

The last word in a hammer that is especially adapted for use in portable tool chests by electricians, steam fitters and mechanics generally is the No. 999 Hammer made by the Vaughan & Bushnell Mfg. Co., Chicago, illustrated herewith.



One of the principal features of this hammer is the heavy poll, which helps in driving the blow home on heavy work. It is really a combination of Ball Pein and Ripping Hammer, answering the purpose of two hammers. This hammer was recently patented, and wherever it has been displayed it is in instant demand.

Vaughan & Bushnell Mfg. Co. make a large line of fine tools that are especially adapted for mechanics and workmen generally, and their trade mark on an article is evidence of intrinsic merit and value.

Their methods of co-operation make their line a good one to stock and their products are sold by leading jobbers and dealers.

DEMAND FOR STAR HEEL PLATES INCREASING

The Star Heel Plate Co., Newark, New Jersey, who have been manufacturing Star Heel Plates for over twenty-five years, report a constantly increasing demand.

Star Heel Plates have proven superior to any other style of heel plate on the market.

Louis Sachs, the proprietor, has developed a splendid business by making an article of quality, and he appreciates the favors shown him by the trade. He assures them their orders are now being shipped out just as fast as it is possible to fill them. Owing to the high price of leather nowadays it pays everyone to try and save, hence there is an increasing demand for Star Heel Plates.

Jobbers will find this a splendid article to stock, and the Star Heel Plate Co. will be glad to send catalogs giving full description and further particulars upon request.

CAN NOW SUPPLY TRADE PROMPTLY

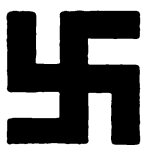
The Safety Door Hanger Co., Ashland, Ohio, tell us that on account of the demand for their products being so great they were not in position to solicit business, but they have now increased their capacity, and have made arrangements so that they are in position to supply jobbers promptly.

Their Topping Garage Door Hanger, for which they claim many superior points and advantages, is meeting with favor wherever it is introduced. They claim it only needs a demonstration for its merits to be at once recognized.

The Ford Motor Co., Detroit, Mich., are among the large users of their Folding Garage Door Hangers, and their methods of co-operation with the trade make the line a desirable one to handle. They will be glad to give further information to any of our readers upon request.

There may be some who appear to reach their heights without persistent, tireless work—but they are the exceptions to the rule.

HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN



Has been the slogan of the Buffum Tool Company ever since it was established and on this basis their tools have won favor and are stocked and sold by leading jobbers and dealers the country over. The Swastika trade mark on an article is prima facie evidence of its quality and a dealer assumes no risk in recommending and selling them. The complete line of Buffum tools can be obtained from all leading jobbers in Hardware or accessories.

The manufacturers at Louisiana, Missouri, will be glad to give full information. For the convenience of their trade in the far West C. W. Gause Company of San Francisco will be glad to give information to our readers of the Pacific Coast.

THE PEXTO CHISEL BOOK

A handy reference chisel book is being distributed free by the Peck, Stow & Wilcox Company of Southington, Conn.

The full line of famous Pexto Chisels are illustrated, and complete descriptions, sizes, etc., given. Valuable information, too, about Pexto Gouges and Drawing Knives is also included in this valuable little book.

Page 30 deals with "don'ts." Here is information that every worker, tradesman and amateur, should have available. The Pexto Chisel Book contains 32 pages, and is bound in an attractive cover. Write for a copy. Copies will also be forwarded in quantities to dealers who wish to distribute them to their customers.

THE YOUTH'S COMPANION FOR 1918

The brightest men of this country and those with the highest ideals will write for The Youth's Companion in 1918. Ideals in reading matter count in these days, and it is worth everything to keep in the mental company of Ex-President Taft, Alexander Graham Bell, Franklin K. Lane, Secretary of the Interior, John Burroughs, Maurice F. Egan, United States Minister to Denmark, Agnes Repplier, Dr. Rupert Blue, Walter Camp, Gen. Charles King and other great contributors for 1918. The Companion will have its great run of serials and short stories. It will give the clearest and most reliable summary of the progress of the great war. At the same time the regular departments will be maintained in all their profusion and variety.

Sample copies of the paper announcing the important features of next year's volume will be sent you on request. For The Companion alone the subscription price is \$2.00. But the publishers also make an Extraordinary Double Offer—The Youth's Companion and McCall's Magazine together for \$2.25. McCall's is the best fashion authority for women and girls, just as The Companion is the nation's favorite family literary weekly.

Our two-at-one-price offer includes:

1. The Youth's Companion—52 issues of 1918.
2. All the remaining issues of 1917.
3. The Companion Home Calendar for 1918.
4. McCall's Magazine—12 fashion numbers of 1918.

All for only \$2.25. Address The Youth's Companion, Commonwealth Ave., Boston, Mass.

The weather was warm, and Pat decided to shave on the back porch. Mrs. Casey, across the way, observed this:

"Pat," she called, "shure an' Oi see ye air shavin' outside."

"Begorra," he responded, "an' did ye think Oi was fur-lined?"

Shows every pound up to 300 lbs.



New Bathroom Scale

The demand is unlimited. Wanted in every well-furnished home, every physician's office, every hospital, every gymnasium. A remarkable scale because it shows every pound up to 300 lbs., is only 12 inches in width, length and height, has no coil spring, no loose weights and weighs only 17 3/4 lbs. Is white enameled with a cork carpet mat. An unusual Xmas gift. Ask for Detecto literature and No. 118 Catalogue showing our entire line.

The Jacobs Bros. Co., Inc., 76 Warren St., New York

EMPRESS COFFEE PERCOLATOR



The New York Stamping Co., Brooklyn, New York, have placed on the market the Empress Coffee Percolator, of which we are showing a cross section. Among the points of merit claimed for Empress Percolators are that they are equipped with a perfect little pump, affixed to the central tube, near the top of which is the Filter Cup for the Ground Coffee.

The little pump begins to operate soon after heat is applied to the base of the Percolator, forcing the water, warm at first but rapidly increasing in temperature as the pumping process continues up through the central tube, against the spreader and out

over the ground coffee. The Empress way of making coffee, by extracting all the wholesome, aromatic and invigorating essences of the ground bean before the water boils, is an exclusive feature.

A long sought feature, accomplished in the construction of this Percolator, is the non-discoloration of finish from heat of the Burner.

Empress Percolators, being the only Coffee Machines today wherein discoloration from heat of any finish, particularly polished or Mat Copper, has been overcome, must therefore be superior to all others.

The pot is easily detached from the stand, and the Empress represents the last word in the line of high class, thoroughly reliable Percolators, which merchants can recommend with every assurance it will prove highly satisfactory to everyone who purchases it.

While their products are distributed by leading jobbers generally, throughout the country, they will be glad to give full information to any of our readers upon request.

For the convenience of their trade in the far West and on the Pacific Coast, the New York Stamping Co. maintain their Pacific Coast sales office in the Rialto Building, San Francisco, W. P. Horn being the representative.

JOHNSON WASHER IN THE LEAD

The product of a local manufacturer that is meeting with a remarkable popularity among the housewives of the Pacific Coast is an electric washing and



wringing machine, manufactured by the Johnson Electric Washer Co., San Francisco, embodying a decided advance feature over other machines, which is a special gas or gasoline burner attachment to heat the water and boil the clothes direct in the machine while the clothes are being washed. This attachment has proved of incalculable value to thousands of users.

The Johnson possesses other features of such decided usefulness as to be at once appreciated by the consumer, which is evidenced by the fact that every purchaser becomes a booster, and that in this section of the country far more Johnsons are to be found than those of any competing machines.

Among prominent points of superiority may be mentioned, the solid copper tub, which is recognized as the metal par excellence for this purpose; the Splash Proof enclosed type motor; enclosed gears, and safety release wringer; and a special gas burner attachment, which heats and boils its own water. Distinctive in appearance, easily handled, light in weight, small in size, large in capacity, and economical in operation are qualities that have made and held satisfied customers all over the coast.

Manufacture on the Pacific Coast is assurance to dealers of prompt deliveries, and to consumer of adequate service. But the final test of any article is to be found in the years of satisfactory service it gives, and that this test has been met and lived up to is proved by the statements of thousands of enthusiastic users.

A TESTIMONIAL

Doctor: Did that cure for deafness really help your brother?

Pat: Sure enough; he hadn't heard a sound for years and the day after he took that medicine, he heard from a friend in America.

Every young person thinks she is competent to write a book called "Advice to Parents."

CONFIDENTIAL INFORMATION TO DEALER

A copy of this 16-page booklet on Quick-Lite Lamps and Lanterns, issued by the Coleman Lamp Company, has reached our desk and is attractive enough to deserve more than passing notice.

Besides a very comprehensive advertising and sales plan the Coleman Company has introduced an innovation in their organization which they call their "Dealer Co-Operation Department." Its purpose is indicated by its name. It is the outgrowth of a desire to build up a closer relationship between their customers and the house.

A regular department in charge of Mr. E. W. Carney, a former road man, has been organized for the specific and definite purpose of making a study of the dealers' needs and doing everything possible to make their relations with the house pleasant and profitable. Perhaps the organization of this department is best expressed in the statement of Mr. J. H. Graham, General Sales Manager, he says: "We had one salesman who was giving such painstaking attention to the individual needs of his customers that we decided it would pay to bring him into the house and have him do for all our customers what he was accomplishing for those on his territory.

This resulted in the organization of our Dealer Co-Operation Department which is now hunting up every possible aid that we can offer to the retail dealer.

The manager of the Dealer Co-Operation Department is expected to represent the dealers' interests and, if necessary, argue the dealers' case from the dealers' standpoint before the other departments. He is the dealers' special representative in the house. One of his duties is to look after minor details that often escape notice in a house handling hundreds of orders daily.

He helps the dealers by referring inquiries to them, by keeping them supplied with advertising helps, by suggesting to them successful selling plans other dealers have tried and doing everything possible for them consistent with good business practice."

The folder also illustrates a demonstrating device to which a lighted lamp is attached and turned over and over to convince the most skeptical that the Quick-Lite is safe in any position.

These demonstrators are furnished to dealers with an order for six or more lamps or lanterns.

Hardware Dealers are finding good gasoline lamps and lanterns a profitable specialty and jobbers generally report an increasing demand for them.

FOR THE ASKING

It is very embarrassing to a real hardware clerk to be compelled to answer a customer's inquiry with a vacuous "I don't know."

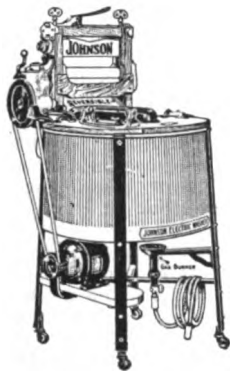
Especially so when you ought to know. But there are so many puzzling unexpected questions that can be asked, even about the most commonplace things in a hardware stock. How can a fellow hope to know?

Try learning a little every day.

Suppose you were asked how a hand saw cuts. It sounds easy, but is it?

Henry Disston & Sons, of Philadelphia, recently published a small pamphlet entitled, "Why a Saw Cuts." In its few pages, the question is answered so simply and so clearly that every hardware clerk ought by all means read it.

MADE IN CALIFORNIA

The JOHNSON Electric Washer**PROMPT DELIVERIES AND SERVICE ASSURED****A MACHINE NOW HANDLED BY MANY OF THE LARGEST ELECTRIC AND HARDWARE DEALERS**

Among the outstanding features of this new machine we briefly cite: the compactness and appearance, the copper corrugated tubs, the waterproof enclosed type motor, the enclosed gears, the safety wringer release that prevents accidents and the gas or gasoline burner attachment that heats water and boils the clothes in the machine while washing them.

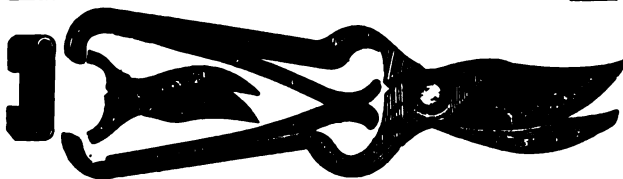
The merits of the JOHNSON warrant selling it under a positive guarantee, and a sample machine will be shipped to any reliable dealer on approval.

Write for Catalog and Dealers' Price List.

Johnson Electric Washer Co.

2074 Market Street, San Francisco

WE ARE NOW RECEIVING OUR IMPORTATION OF

Genuine Swiss Rieser**Pruning Shears**

Fully Warranted. Hand Made of High Grade Steel
All Sizes and Patterns Carried in Stock

EXTRA BLADES
EXTRA BOLTS EXTRA SPRINGS

OUR PRICES WILL INTEREST YOU**Granucci Hardware Co.**

Importing Agents for North America

633-647 Front Street, San Francisco, Cal.

HODELL A BETTER FLAT LINK CHAIN

The permanence, strength and adaptability of chain is leading to a more and more general replacement of rope for many purposes.

The construction of ordinary chain prevents its satisfactory use over pulleys and in other places where evenness is desirable and here flat link chain finds a big demand.

The best known type of flat link chain is made of links blanked or punched out of sheet metal, bent and looped together.

This chain is in very general use as sash chain, furnace chain, tiller chain and in fact wherever chain working over pulleys can be used to advantage.

This general use is in spite of the fact that the die-cutting leaves sharp, ragged edges which make the chain unpleasant to handle and cause it to kink and buckle at the least provocation and the additional fact that inaccurate die cutting or the unavoidable cross grain of the metal often produces the proverbial weak link.

The writer recently requested and received from the Cleveland Galvanizing Co. of Cleveland, O., a complete set of samples—all sizes—of their Hodell chain



together with a 6-foot piece for test and examination. A 6-foot piece of the same size flat die-cut link chain was also procured locally.

In general appearance the chains are similar, but a detailed examination shows many points of difference.

The Hodell chain being of flattened wire substitutes smooth rounded edges and contacts for sharp slightly-ragged square sides and contacts of the cut chain; "the grain runs with the strain" too instead of across it as in the cut chain and this makes for more even bending as well as greater strength.

At the loop end the links are almost identical in appearance but at the eye the Hodell link shows three wires, the two ends coming on the inside and being laid together to form double width contact, the ends lapping so as to prevent the loop of the next link from slipping back and wedging.

The lapping and placing of the ends is such that they brace the loop and re-enforce it against flattening under strain, but in no event can they stick out or cause trouble.

So much for difference in detail. In practical handling the Hodell chain is, naturally smoother, more flexible, less inclined to kink or buckle—its smoothness at the contacts—compared by the makers to the action of a roller bearing,—is in distinct contrast to the gritty grinding contacts in the cut chain which not only lessen smoothness but must also make wear more rapid.

The writer does not have equipment necessary for breaking strain measurements, but, on considerable strain being applied the die-cut chain showed a lot of stretch—noticeably absent in the Hodell chain.

In the writer's opinion the Cleveland Galvanizing Company in their Hodell chain have made a real advancement in the chain industry and the advantages of this chain entitle it to the careful consideration of every chain user.

The Lansing Co.'s far western sales office at San Francisco, have recently placed on exhibition in what is known as the 100% Club, Monadnock Building, San Francisco, their line of Reynolds Trucks, Grain Trucks, and a few other items. They have recently received a large shipment of trucks from their factory and are carrying a large stock of both two and four wheel trucks, wheelbarrows, etc.

FREE SAMPLES TO JOBBERS

The National Kitchen Products Co. have placed on the market the Wonder Butter Merger, and will be glad to send free samples to jobbers of this Magic Churn or Butter Merger. Since this article has been patented and put on the market a large sale has resulted, one large department store has sold over 10,000, a second store having sold over 50,000 within a short time.

Especially at this time when it is necessary to conserve all food that can be of use to the Allies, the Butter Merger appeals greatly to the housewife as an article of merit and economy.

The principle on which it is worked is to take a pound of butter and a pint of milk, merge the two, which makes a two-pound roll of the merged butter and milk, and this will go twice as far as the one pound of butter.

The merged butter is just as sweet, firm and delicious as the original.

This article, we understand, has been purchased by the United States Government Bureau of Agriculture, as well as various civic and state departments, and is a product that appeals especially to the housewife.

Information may be had by addressing the National Kitchen Products Co., 589 Howard Street, San Francisco.



A SCALE FOR EVERYONE

Every family needs one or more scales. Here is one that makes an especial appeal to the family, which has no coil springs, shifting beams or loose weights. A person just steps on the platform, and the correct weight is registered on the dial. It will weigh up to three hundred pounds, and is only 12 inches in width, height and length.

Its simplicity is surprising. It is constructed of two flat, hardened, spring steel bars, the ends of one side attached to a steel post, the other ends to the weighing platform post does the weighing.

It took many years to perfect this scale, and its accuracy is guaranteed indefinitely.

An adjusting device on the scale enables one to set the scale at zero mark if a basket is placed on the platform to weigh a baby or "some

other commodity." It is finished in white enamel, decorated in gold, and fitted with a cork carpet mat.

It is an especially useful fixture in the bathroom. The dial or face is seven inches in diameter, placed horizontally with platform showing each and every pound up to 300. The actual weight of the scale is only 17½ pounds.

There is a constantly increasing demand for this scale, and Jacobs Bros. Co., 78 Warren Street, New York, will be glad to give further information to any of our readers upon request.

Many a man looking for sympathy needs really two swift kicks properly placed.

The man who deserves success and goes after it usually gets it.



"THE MORE YOU WORK THE BOTTOM THE BETTER IT GETS"



That is the principle of the King Spring Oiler, featured in this issue, of which the Tritch Hardware Co., Denver, Colorado, are large distributors.

The special points of merit on the King Spring Oiler is that the spout cannot lose off, being held by a spring. There is a large opening for filling, which of course saves oil.

They are lithographed in bright colors, hence are not easily lost. They always deliver the oil. A spring forces the return of the bottom.

The Tritch Hardware Co., who are distributing this excellent oiler will be glad to give full information, or possibly send samples to anyone interested.

This is an oiler that appeals especially to everyone and is sure to give satisfaction.

FASTEST SELLING EXPANSION BOLTS

That is what the products of the Parker Supply Co. are called, because they possess points that belong to them exclusively, such as are not found in any other expansion bolt.

They can't turn in the hole, hence are great trouble and labor savers. The threads are in perfect alignment. Steel spring band holds both halves firmly together and keeps the thread in perfect alignment, allowing it to expand freely.

A finer quality of castings are used than in any similar bolt.

The Parker Supply Co., New York, will be glad to give full information to any of our readers upon request.

SOMETHING NEW

The very latest thing in signs is the new six-piece outfit issued by Simonds "The Saw Makers," Fitchburg, Mass. There are four cards in the set, each 14 inches wide by 28 inches high, bearing one letter of the word "S A W S," and two corner pieces to fit into the corners of a window. The four cards may be set in a straight line or a semi-circle in a Dealer's window and form the basis of a very attractive display of saws and other Hardware articles. The brilliant red letters attract attention clear across the street and those in passing street cars or automobiles find their gaze irresistibly drawn to the display. Requests for these displays will be filled promptly.

C. B. Wootten's hardware store at Kerman, Cal., was recently destroyed by fire. The loss is estimated to reach \$40,000, with \$18,000 insurance. They will at once rebuild and business has been resumed in temporary quarters.

BEST THE WORLD AROUND.

The "Hardware World" is certainly cheap at three times its price and any man requiring up-to-date information, should be a regular subscriber, for it is the best and brightest written trade journal I have ever read.

G. F. STONE,
Wellington, New Zealand.

A POPULAR CHAING DISH

The New York Stamping Co., Brooklyn, New York, are illustrating herewith their No. 0533 Chafing Dish, which has proven very popular with consumers as well as merchants.

This chafing dish has a capacity of three pints, and is furnished in nickel plate, copper or silver plate. It



has the patented vapor lamp, and is one of the best sellers that has been put on the market.

The jobbing trade generally throughout the country handle the products of the New York Stamping Co., and any of our readers may obtain information from their jobbers or from the manufacturers direct or from their Pacific Coast sales representative, Wm. P. Horn, Rialto Building, San Francisco.

"TRY-GUN" CAMPAIGN

Through a campaign inaugurated about four years ago by the Du Pont Company the try-gun is now recognized as a valuable aid to jobbers, dealers and gun manufacturers in their efforts to sell guns which will prove satisfactory to the individuals buying them. The try-gun is also a great boon to the sportsman in that it helps him ascertain the correct measurements and specifications of the gun he is going to buy. In a word, it may be said, the try-gun has made possible an ideal merchandising condition as applied to the gun business, viz., confidence in the seller that he is giving the buyer an article which will prove satisfactory, and satisfaction to the buyer who knows he is getting a gun which fits him.

For several years Du Pont shooter salesmen have been equipped with try-guns and sportsmen in all sections have had the opportunity of testing their value and some remarkable instances of greatly improved scores at the traps and large bags in the field are told of men who have been measured with them. Having ably demonstrated in a general way how the try-gun is beneficial to the trade, the Du Pont Company is now operating what they style an "intensive dealer try-gun campaign" which is showing excellent results, and which is of interest generally to dealers and jobbers.

Several of the Du Pont shooter salesmen were commissioned to arrange with live dealers in their territories for a "try-gun day," which the dealer advertises in his sportsmen customers and prospective customers. On the appointed day the salesman, who is also a try-gun expert, appears on the scene, making his headquarters in the dealer's store. With no obligation to dealer or individual, using the try-gun, he measures all sportsmen who come in, and gives them a copy of what he considers the most satisfactory measurements of guns for them to shoot.

In order to advertise the try-gun day, the company furnishes each dealer with 12x18-inch window cards. Several enlarged photographs of the try-gun in actual use are mounted on cards, and also displayed in the window or store. The dealer is furnished with a supply of postal cards which he sends out to sportsmen inviting them to his store on "try-gun day." The salesman also carries with him a supply of try-gun measurement blanks and when the sportsman has been fitted he receives a copy of this blank in which the salesman enters the proper specifications as revealed by the try-gun "fitting." This the sportsman may keep for future use in buying a new gun, or for the guidance of a gunsmith should he decide to have his old gun altered. The dealer receives a duplicate copy of the measurements.

It has been estimated that there are ten million individually owned shotguns in the United States. They range in value from a few dollars up to a thousand and beyond. Following the example set by the manufacturers of ready-made clothing, the principal gun makers, after years of study, arrived at standard measurements for stock guns. In this manner only were reasonable prices, prompt delivery and efficient manufacture made possible. A man who has been fitted with the try-gun and knows the proper measurements he should look for is going to get a gun which fits and gives satisfaction much more readily than the man who buys on a "hit or miss" basis.

The greatest value of the try-gun lies not in the guidance it offers those about to purchase new guns but in its help to the man who already owns a gun, which does not fit him perfectly.

In the majority of such cases a gunsmith will make the necessary alterations for a nominal sum, and the result is a gun which fits as well as if made to order. Possibly the try-gun will show that a cheek or shoulder pad is all that is necessary to make the gun satisfactory to its owner. The result is business for the dealer and fit for its owner. It is also a well established fact that the men who can make good scores at the traps shoot many more shells than do the men who make low scores. The better a man's gun fits, the better scores he will make and the more shells he will buy. Therefore, it is to the interest of the dealer to have his customers equipped with guns which fit.

The try-gun is a simple affair, with an adjustable stock. By simply turning a screw or two the stock may be lengthened or shortened, the comb may be raised to reduce the drop or lowered to increase the drop, or the stock may be cast towards or away from the shooter's face to meet individual characteristics. Since the try-gun began to achieve its greatest prominence, a number of the large sporting goods stores throughout the country have added a try-gun to their equipment. The cost of the try-gun, however, precludes this practice becoming popular with the average dealer. But through the above campaign, dealers will have an opportunity of bringing the try-gun to the attention of their customers and giving them the benefit of its use. As the Du Pont Company does not manufacture or sell guns, the motive behind its try-gun campaign must be considered altruistic.

THEY NEVER MISS

Two Negroes were overheard discussing the relative strength of Germany and the United States.

"Germany suttinly am a bad actor," said one of them. "They make Krupp guns over there that can shoot around a corner."

"What you all talking about, niggah?" said the other. "All Uncle Sam's guns need is just to know your address."

Business Opportunities

WANTED

Experienced clerk in retail hardware store. References required. Meyer Bros., Gooding, Idaho.

POSITION WANTED.

A-1 hardware man wants position as manager, country store preferred. Address "H. W. A.," care HARDWARE WORLD.

FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U. S. Address Box A, care Hardware World.

FOR SALE.

Clean stock of furniture and hardware in a good foothill town. No opposition. Trade from neighboring towns. Will give cheap lease. Reasons for selling, have other business to attend to. Business established fourteen years. Address "S. A. F.," care HARDWARE WORLD.

SALESMAN WANTED.

Who is calling on hardware stores, general stores and department stores to handle as a side line a high-grade line of metal ware, such as galvanized buckets, tubs, dairy pails, etc., on commission. Great opportunity for right man to make big money handling a side line. Address "M. C.," care "Hardware World."

HARDWARE OPENING.

In new railroad town, surrounded by large fruit and farming district. Nine miles to nearest hardware store. Should carry Hardware, Implements, Engines, Motors and Pumps. Good mechanic in these lines can be kept busy on the outside. Good store and location just vacated, low rent to reliable party. If interested write, Secretary, Chamber of Commerce, Navelencia, Calif.

I WANT A POSITION

I want a position where ability counts, where there is opportunity to go ahead, and prove my worth. I am 40 years old, married, have no bad habits, do not drink or use tobacco. I have had a general hardware and implement experience; have sold gas engines and implements for a number of years. I can give good references and bonds. Address F. M. A., care "Hardware World."

POSITION WANTED

By a hardware man of twelve years experience; now employed by a large wholesale and retail firm of the Inter-mountain country. With one firm for seven years; can give best of references as to ability, character, honesty, etc. Wish to make a change to lower altitude and moderate climate. Prefer Coast in Southern California or similar climate in hopes of being beneficial to wife's health. Thirty-six years of age, with one child. Desire something permanent, with a reliable house. Address Box 20, care HARDWARE WORLD.

Salesman, energetic, visiting hardware trade and builders in St. Louis and vicinity, to represent as a side line a large manufacturing concern on a commission basis. Fine prospects for good man. Write stating ability and concern connected with to Parker Supply Co., 785 East 135th Street, New York, N. Y.

FOR SALE.

Owing to continued ill health of owner, will sell our well established general hardware business, doing about \$30,000 a year. This business is located in a thriving little city of Southern California. Delightful climate. Fine schools, churches. Business can be largely increased by younger man. Address "Howe," care HARDWARE WORLD.

GOOD OPPORTUNITY IN NEVADA

Since I haven't had time to give my personal attention to my business, I will sell the stock of goods and the business, or I will sell the stock of goods and rent the building for \$75.00 per month. It will require an investment of about \$17,500.00 to purchase the real estate, building and merchandise. Sales run from \$30,000 to \$35,000 per annum. Address B. M. Co., care Hardware World.

AN A1 OPPORTUNITY

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

SITUATION WANTED.

Experienced traveler in the hardware and electrical jobbing line desires a new connection by December fifteenth. Long familiarity with the dealers in the Pacific Northwest assures results as to service, although prefers to engage in house work in a managerial capacity. In any case must be position that presents possibilities for advancement and co-operation in high class service. Best references from the trade or present position. Address M. B., care HARDWARE WORLD.

HIGH GRADE SALES MANAGER WANTED

Middle western hardware jobbing institution, doing a splendid business, desires to secure the services of a high grade, constructive sales manager.

One who is a business builder, and only a man of good moral habits will be considered.

To the right man a salary will be paid commensurate with his ability, and likewise arrangements may be made whereby he can share in the profits.

The jobbing house referred to is one of the oldest in the country, and there is good opportunity for the right man.

Address giving full information, references, salary wanted, Sales Manager, care HARDWARE WORLD, Boatmens Bank Building, St. Louis, Mo.

We wish to say that the "Hardware World" is one of the finest magazines that I know anything about, and I don't want to miss any of its numbers.
H. GLENN & CO.

Plumbing and Heating

TO CONTROL OTHERS, CONTROL YOURSELF.

By B. C. Forbes, Author of "The Business of Life"

The man who is bigger than his job keeps cool.

Confident that he is equal to any emergency, he does not lose his head. He refuses to become rattled, to fly off in a temper, to stamp and holler and swear.

The man who would control others must be able to control himself.

To command men a man must command respect—and it is difficult to respect any person continually giving way to exhibitions of weakness.

The man who feels that his job is larger than he can swing is naturally nervous and irritable. He is conscious that he may be landed in a hole at any moment. And so he frets and fumes and keeps others on tenter-hooks, ready to blame them for his own shortcomings.

Fancy Napoleon losing his head at the height of a battle! What would the effect have been upon his officers and soldiers?

In the Boer war a commander was hurriedly inspecting his men before advancing to battle. He noticed one Irish private trembling violently. "What's the matter with you?" he inquired. "What are you shaking for?" "I—I—I'm shaking to get at thim," was the reply, more witty than true.

Nervousness and cantankerousness on the part of a boss when confronted with difficulties is a species of fear—fear lest he fail to overcome them. It is a confession of lack of confidence.

One weakness of our corporate industrial system is that so many under officers habitually lose their temper and hound the men. Conscious of their own littleness, they hope by bluffing and blustering and bellowing to give themselves an air of importance. No really capable, self-respecting workman would continue to serve under such a petty tyrant, with the consequence that the best men quit and leave the nincompoop in charge of only second-grade employees.

The wise employer weeds out such blusterers, for, instead of oiling the place's machinery, they throw gravel into it.

I was impressed by an address recently delivered by one of Britain's most famous soldiers, Sir Ian Hamilton, to the officers of his command. Here is an extract:

"Officers, you must exact the men's respect. First, by being better up in your subject than the men you instruct. This is intellectual superiority. Secondly, by being ready to undergo greater physical discomforts and dangers. In the Nile River campaign the officer was always first out of the boat and up to the middle in water when need arose. Thirdly, by bearing constantly in mind that the obedience paid you by the rank and file is not due to you personally, but in your capacity as a servant of the State and a humble vehicle of its wishes. The soldier who salutes and obeys you is very likely a better man than yourself, but he must remember, and you especially must remember, that in issuing a command you are for the nonce the mouthpiece of the State, conveying, not your own wishes, but what you conceive to be the supreme will of the people, to others temporarily placed at your disposal by the government. Each is equally the servant of the public. And to some the public has entrusted the function of command; to others that of obedience. Stick to this principle and you will ever exact loyal obedience. Depart from it, and no one can say to what misfortune your lack of understanding may lead."

There is something admirable, something inspiring, something soul-stirring about a man who displays coolness and courage under supremely trying circumstances. He is as a rock, strong, firm, unshaken, not as a reed, tossed to and fro by the wind, after the manner of your fretful jumpy bosslet.

A good temper is not only a business asset; it is the secret of health. The longer you live the more you will learn that a discorded temper breeds a disordered body.

Were workmen less subjected to bullyragging, to the abuse of some excitable cipher, the relations between employers and employees, between capital and labor, would be less unpleasant than they are today.

And remember, gentlemen, that on right relations between capital and labor, rests the stability of the Republic.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.



Quality Plumbing



M. L. KLINE
84-86-87-89 FRONT STREET
PORTLAND, ORE.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN

BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made

The LINE that APPEALS at ONCE to YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

NON-POROUS, GUARANTEED NOT TO CHIP, CRACK OR FLAKE. NOT AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS.

C. F. CHURCH MFG. CO.
HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Helbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Close Seat

The Salesman's Creed

By J. R. McCleakey.

THE great majority of men who fail to accomplish what they should, can charge their failure to aimlessness—lack of a fixed purpose and fixed methods. Every man should have fixed in his thought a definite idea of what he wants to accomplish and then adopt a definite systematic method of reaching the desired end. In other words, have a fixed purpose in your work, know what that purpose is and know what route you are going to take to accomplish it.

Political parties adopt platforms, other organizations adopt creeds, business firms adopt policies, and why should a man not adopt a platform, a policy or a creed as a guide in his work as an individual? It matters not what you may call it, so long as you have it, and for the lack of a better name, we will call it "The Salesman's Creed," and here it is:

"I believe in the goods I am selling, in the firm I am working for, and in my ability to get 'results.' I believe that honest goods can be sold to honest men by honest methods. I believe in working, not waiting—in laughing, not weeping—in boosting, not knocking—and in the pleasure of selling goods. I believe that a man gets what he goes after, that one order today is worth two orders tomorrow, and that no man is 'down and out' until he has lost faith in himself and his Creator. I believe in today and the work I am doing; in tomorrow and the work I hope to do, and in the sure reward of right effort. I believe in courtesy, in kindness, in fairness, in generosity, in good cheer, in friendship and honest competition."

If each and every salesman would adopt this "Salesman's Creed" and live up to it in his daily work and life, you could not find type large enough to spell his SUCCESS. Let's analyze the "Salesman's Creed" a little and split it to pieces, and see what we find in it.

"I believe in the goods I am selling, in the firm I am working for, and in my ability to get results."

It is an undeniable fact that the results you accomplish depend upon whether or not you believe what you say you believe. If you reverse this statement and say to yourself, "I do not believe in the goods I am selling, in the house I am working for, nor in my ability to get results," then you know it is past time for you to quit your job and get at something you have faith in, as well as faith in your own ability to do it.

Don't try to sell goods unless you believe they are good goods.

Don't work for a firm unless you believe it is a good firm.

Don't try to do anything unless you believe you can do it before you start.

Now, do you believe that "Honest goods can be sold to honest men by honest methods"? The man who does not believe this will never make a successful salesman or a successful anything else, in the end.

After getting a right foundation by having faith in your goods, your firm, in yourself, and in honest methods, here is one of the most important qualifications that go to make a successful salesman—"I believe in working, not waiting; in laughing, not weeping; in boosting, not knocking; and in the pleasure of selling goods." Persistent and systematic effort is necessary to accomplish success in anything. A cheerful spirit, a kind word, and a happy smile, get more orders than a grouchy, whining disposition that is always complaining about bad luck or poor business or something else that the customer does not want to hear about. Be a booster always, not a knocker. Do not knock anything—not even the weather. If it is a dark, rainy day, try to make up for it by the sunshine and cheerfulness that you can radiate from within—you will sell more goods by so doing. There are three rules that should be adopted by every salesman who wants to be a real success.

First: Don't knock your competitor; if you can't speak well of him, keep your mouth shut.

Second: Don't misrepresent anything to a customer: if you can't sell your goods by telling the truth about them, get another job.

Third: Don't be a booze fighter; you can get along better without it than with it.

There may be days when we will all have a little touch of discouragement in our work, but we all have the privilege and the intelligence to overcome discouragement when it strikes at us. Memorize this sentence, and when you are discouraged just get out in a ten-acre field or a vacant building somewhere, and say it over and over to yourself until you believe every word of it, and then go back to your work and see where your discouragement is:

"I believe that a man gets what he goes after; that one order today is worth two orders tomorrow, and that no man is down and out until he has lost faith in himself and his Creator. I believe in today and the work I am doing, in tomorrow and the work I hope to do, and in the sure reward of right effort."

It has been said that, "Poets are born and not made," and in years past some people have held to the idea that "Salesmen are born and not made." However, just the reverse is true, that "Salesmen are made and not born." There is no man of ordinary intelligence who can read and write, who cannot develop in himself, in some degree at least, the qualities that go to make up a successful salesman, provided he has the desire. In fact, the man who will absorb and put into practice all that is contained in the "Salesman's Creed," will not miss the road to success very far.

We may not reach absolute perfection in salesmanship, but we do know that the degree of our success is in exact proportion to the ef-

Are you doing your bit - to help win the war?

Abnormal production, plus the necessity of rapid transportation of supplies and soldiers has choked every medium of transportation.

The government has asked that instead of ordering materials that must come thousands of miles across the Continent to order from local manufacturers whenever possible.

This is already being done in the plumbing line for most of the architects have found that Pacific Plumbing Fixtures are of superior quality and cost no more than eastern plumbing fixtures.

You will find this true of many other products manufactured on the coast.



fort we make in the right direction, and this encourages us to strive all the more; and in our striving we will find each day a better day, a more successful day, and a happier day, if we will carry with us continually, as we go about our work, the thought expressed in the closing sentence of the "Salesman's Creed"—

"I believe in courtesy, in kindness, in fairness, in generosity, in good cheer, in friendship and in honest competition."

THE TINNER'S DREAM

Last evening I was talking
With a Tinner old and gray,
Who told me of a dream he had
I think 'twas Christmas Day.
While snoozing in his office
The vision came to view,
For he saw an angel enter
Dressed in garments white and new.

Said the Angel, "I'm from Heaven,
The Lord just sent me down,
To bring you up to glory
And put on your golden crown.
You've been a friend to every one
And worked hard night and day.
You have supported many thousand
And from few received your pay.

So we want you up in glory,
For you have labored hard;
And the good Lord is preparing
Your eternal just reward.
Then the Tinner and the Angel
Started up to glory's gate,
The Angel murmured "Wait—
But when passing close to Hades
I have a place to show you,
It's the hottest place in H—,
Where the ones that never paid you
In torment always dwell."
And behold the Tinner saw there
His old customers by the score;
And grabbing up a chair and fan
He wished for nothing more.

But was bound to sit and watch them
As they sizzle, singe and burn;
And his eyes would rest on debtors
Which ever way he'd turn.
Said the Angel, "Come on Tinner,
There's the pearly gates to see;
But the Tinner only muttered:
"This is Heaven enough for me."

The tallest shaft in the cemetery is not going to take any man any nearer heaven.

Many a man who builds castles in the air winds up by finding himself in the hole.

MANUFACTURER HAS NO DIFFICULTY IN SELLING

Editor **HARDWARE WORLD**:

We, believe that raw material is going to be very difficult to secure and the man who is successful and can finish material will have no difficulty in disposing of his manufactured goods. At the present time we are doing an enormous business which is entirely domestic and not influenced by the war conditions and we see no reason why these conditions should not continue to exist.

Very truly yours,
RHODE ISLAND FITTINGS CO.
C. P. Clough, Treasurer.

EXPECT TO CONTINUE REGULAR PRODUCTION

Editor **HARDWARE WORLD**:

In answering your inquiry would state that the writer is uncertain as to just what prediction to make for 1918's business, especially referring to Steam Heating Specialties which we manufacture. Unless the building business picks up and improves over what is now being done we should not expect a particularly prosperous year.

Nineteen hundred seventeen has been a very favorable year for us up to the first of October, since which time the apparent falling off of building operations throughout this country and Canada is very noticeable. We are keeping up our regular production and expect to continue to do so for some time to come and expect that when business comes back to a normal condition again that the demand will be in excess of what it was two years ago.

Yours respectfully,
THE BEATON & CADWELL MFG. CO.
Wm. H. Cadwell, Pres.

NEW CATALOG OF "BEAVER" TOOLS

The Borden Company, Warren, Ohio, has just issued its 1918 Catalog of "Beaver" Easy Working Die Stocks and Square-End Pipe Cutters.

This catalog is said to be the finest tool catalog ever issued, and its attractive appearance indicates that no expense has been spared in securing the services of the best artists and printers.

This book is printed in two colors, on high grade paper, and illustrates in a complete and artistic manner the complete line of "Beaver" Easy Working Die Stocks and Square-End Pipe Cutters.

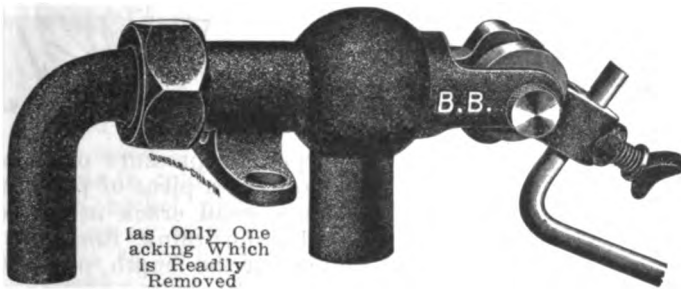
Several new "Beaver" Tools are shown for the first time in this catalog—one of the most popular of these being the new No. 3 "Beaver" Junior Ratchet Die Stock, which is built on the unit plan to thread pipe from $\frac{1}{8}$ to 1-inch, inclusive.

While this expensive catalog is not intended for general distribution, The Borden Company will undoubtedly send a copy to any of our readers who will write a letter or card stating that they are interested in "Beaver" Tools, at the same time mentioning **HARDWARE AND PLUMBING WORLD**.

We don't blame some men for refusing to take their own advice.

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE ~~when~~ YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

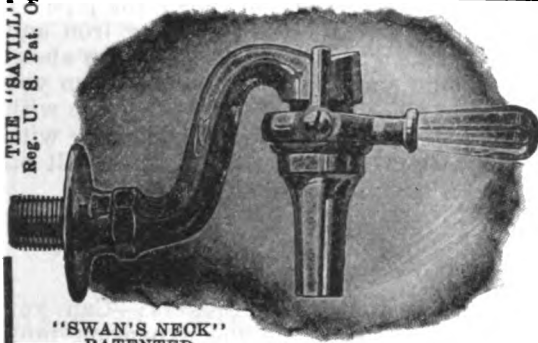
All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.

THE "SAVILL"
Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
JUNE 18, 1913

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin. If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

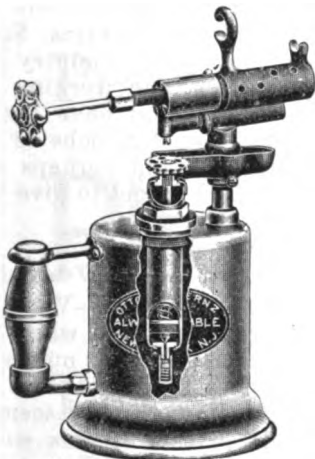
Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

It's Only Too True



PATENTED
No. 65 Quart Torch
No. 66 Pint Torch

that it is necessary to use good tools in order to obtain satisfactory results. You should, therefore, buy such tools which have given perfect results for years past.

For the most reliable torches and furnaces, you should use the "ALWAYS RELIABLE." You cannot help but receive perfect satisfaction inasmuch as each and every article is carefully tested before it leaves the factory. You are fully protected

by our guarantee that these goods are manufactured only from the best materials obtainable.

Why not try the "ALWAYS RELIABLE" NOW!

Catalog Sent Free on Request

OTTO BERNZ, Newark, New Jersey

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



QUESTIONS AND ANSWERS



HANDLING HEAVY PIPE IN DITCH

Editor Questions and Answers:—What is the best way to handle heavy ten-inch water pipe so as to get it into the ditch with least effort and not too many men on the job? We have a long line to put in and would like to hear from you.

W. D. COMPANY.

Too many workmen just slam the pipe into the ditch any old way and make about four times the work necessary. The pipe can be dropped as near the ditch as is possible to get it while yet unloaded and rolled up close to said ditch. Now have some strong pliable rope and use two pieces say about twelve or fourteen feet long. Place one piece under each end of the pipe. Two men are at each end of said pipe, stand on one end of the rope and now the pipe is rolled over into the sling formed by the rope and the pipe slowly dropped into the ditch. When landed the pipe can be snaked into place by the rope and the rope pulled out and made ready for the next piece. In this way a few men can handle a lot of pipe per day and do it easily and safely.

HOW MUCH LEAD PER JOINT

Editor Questions and Answers:—Can you tell me how to find out how many pounds of lead it will take per joint for any size of cast iron pipe?

HELPER.

It depends upon how deep you desire to calk the lead into the joint. We dislike to give formulas, but in this case it will be an easy one and we will publish one given by an eminent authority; it is as follows:

"L equals .80 d i, in which L equals weight in pounds of lead required for one joint; d equals diameter of the pipe in inches and i equals depth of joint in inches. Say you have a pipe 24 inches in diameter and wish a joint 4 inches deep. Then the formula written out would read as follows:

L equals .80 multiplied by 24 multiplied by 4 which worked out would give 76 4-5 pounds of lead per joint. You can try this out on any size of pipe you happen to want to work on and thus arrive at the amount of lead needed for the job more accurately than merely guessing at the result.

REPAIRING CAST IRON PIPE

Editor Questions and Answers:—Is it possible to securely repair a cast iron water main

which carries 80 pounds pressure of water? The main in one place has a piece of pipe—six-inch pipe—that has a small crack in it about five inches long. If you think this can be fixed without taking out the length, please tell us how, as it would take a lot of time and trouble to take out the piece.

W. J. BELLENY.

We believe that you can repair the pipe by having a split sleeve made of strong iron and fitted to fit the water pipe. It should be about 18 inches long and drilled for bolts. When you are ready to place the sleeve, dope the pipe with a heavy coat of tar and wrap it smoothly with one thickness of heavy canvass. Then bolt on the sleeve tightly and watch for results.

HOW LARGE SHOULD EXPANSION TANK BE

Editor Questions and Answers:—Can you please tell me how large the expansion tank should be for any particular job of heating where an open tank job is to be used?

J. A. C.

You can probably secure the information by ascertaining the amount of radiation required and consulting some of the catalogs known to the trade. A rule that has been found to work out very successfully is to figure the tank capacity five per cent that of the apparatus. Some of the best working jobs in the country are working on this proposition, and working entirely satisfactory. Many shops have gotten out sizes of tanks proportioned to jobs as the result of their own practice and perhaps you could get some good heating friend to give you a copy of his figures in the case.

FLANGES DON'T LINE UP AND LEAK

Editor Questions and Answers:—We have the work of several large factories in which are many high pressure steam lines and numerous flange joints. Many times the gaskets on the flange joints blow out, although they seem to have been packed right. We wish you would give us some pointers in your answer department as we note there many things of shop interest.

J. & G. BASSETT.

There are three principal reasons why flange joints are liable to leak. First, improper gaskets; second, incorrect tightening; third, poor alignment. If rubber packing is used we have found that under general conditions the flanges are not strained as much, and the gasket will be more liable to be placed correctly

It's a Well Known Fact---

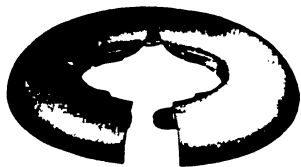
that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes $\frac{3}{8}$ to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

Catalog on Request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative
W. E. GILCHRIST



SMOOTH-ON

IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

New York's new
Pennsylvania Hotel
equipped with

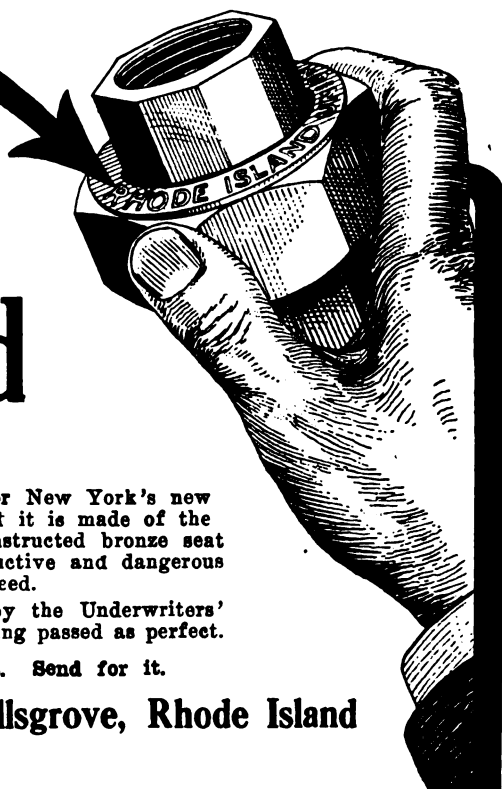
Rhode Island Unions

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hills Grove, Rhode Island



if the full sized gasket be used. In tightening the bolts should be pulled until they all draw alike, or as nearly so as possible. The large flanges have eight or more bolts. Tighten four and then switch to the other four. The flanges should be made to "face up" exactly. Too many times this point is passed over easily, taking it for granted that the joint can be pulled square with the bolts, a practice which puts an unnecessary strain on one side of the flange.

LOCATION OF STORAGE TANK

Editor Questions and Answers:—We are planning on putting in a plumbing and water works system for a country customer and can use a tank set on a small hill about one thousand feet from the house; or can use a pneumatic system and place the tank in the ground near the house or possibly in the cellar. Now which would you consider the better system, the cost being very nearly the same for each?

E. G. HOLLAND.

Under general conditions we believe that we should favor the pneumatic system and should locate the tank in the basement, if possible, where it was easily accessible. Water in tanks exposed to weather conditions is liable to become warm (in summer) and more or less stale at all times. Besides you can probably obtain a greater pressure under the pneumatic system, unless the hill mentioned is a very high one, and for fire purposes this point is certainly worth considering in a place where no city pressure obtains.

Editor Questions and Answers:—How do you figure the amount of expansion on a steam line? Is there any set rule I can use for this purpose?

H. B. STONE.

We have, several times, published the figures in this case, but will give figures that will let you out in any case. Most any steam pipe one hundred feet long expands some one and a half inches between 32 degrees and 212 degrees, or between freezing and boiling points, to put it another way. Now, at one pound of steam the pipe (100 feet long) will expand a trifle over one and three-quarter inches; while at fifteen pounds the pipe expands two and one-eighth inches.

At one hundred pounds steam pressure the pipe expands about two and one-half inches. So you can see by looking over these figures that you must calculate on the amount of pressure to be carried on the line.

PUT HEADER ON BOILER

Editor Questions and Answers:—I have been called on to fix a steam heating job in a large house where the boiler seems ample to

heat same but does the work slowly and at a large expense of fuel. When the job gets heated up it's all right, but it takes it too long and hence must be fixed in some way to give quicker results. Please advise me.

H. C. WYLIE.

Probably the steam mains are too small for the job, but to change them to larger sizes would involve a greater expense than the owner would care to invest. We believe that if you would put a header on the boiler of ample size and connect the mains to header that the results would be better. We assume there is no header on the boiler, you did not make any statement in your letter. We should be glad to give exact advice on the subject if you care to send us a drawing and figures of pipe, sizes, radiation, etc., of the job.

HOT WATER BOILER "LIMED UP"

Editor Questions and Answers:—In our section of the country the water fronts and hot water boilers get all limed up and it is a terrible job to get it loose. Can you give me any suggestions that will make the work easier?

AL. TOMPKINS.

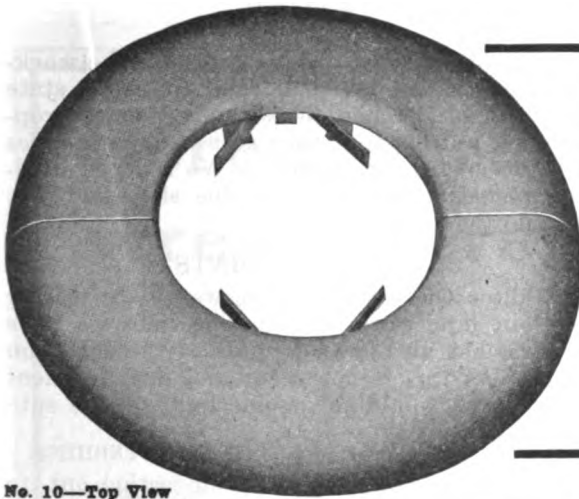
You can use some of the boiler compounds which are on the market which will act as a preventive and keep the lime and magnesia in a soluble form. When you have to loosen the old scale on an old boiler or front it has been found that caustic soda does the work quite satisfactory. This should be put in the water and the water then heated for several hours when the deposit will have become softer and can be more easily removed. If you will write us again we will send you the address of some firms that are in the "compound" business and can probably help you out in the matter.

RADIATION AND GRATE SURFACE

Editor Questions and Answers:—Would like to know how to figure the approximate grate surface of a boiler that would heat any given amount of radiation. I want to be sure of the amount of grate surface that goes on a job which will have between 1500 and 1600 square feet of steam radiation.

C. S. STARKEY.

The successful operation of the job, of course, after it is accepted, depends upon its proper operation. Now, assuming that the job will be run by persons who will give the boiler the proper attention you could figure on a boiler having ten square feet of grate surface. To be safe, however, you had better figure on sixteen for the property might change hands and receive care from some one who did not know how to manage a heating boiler and you would be blamed for installing a poor job.



No. 10—Top View

THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.

KEYSTONE REVERSIBLE RATCHET

COMBINATION NO. M-200



Consists of Four Complete Ratchets in One.
Has long and short feed for any style of
Morse Taper, Square Shank or Flat Drill.
All parts interchangeable and it takes but a
minute to change to any style required.

WESTCOTT ADJUSTABLE "S" WRENCH

For Nuts

Handle Malleable Iron, Jaw Forged Steel



Sizes 6, 8, 10, 12, 14"
ASK YOUR JOBBER

The Keystone Mfg. Company
BUFFALO, NEW YORK



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG MFG. CO.

In writing the
company address
Department HW.

276 Knowlton St.
Bridgeport, Conn..

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

BUILT FOR WORK



No. 32 Torch
List Price
Each \$8.00
Ask for
Discount

This is the reason that C. & L. No. 32 Torches are used everywhere, on practically every job requiring gasoline torches. They are made of the very best material money can buy. The tank is made of extra gauge seamless drawn brass re-inforced and fitted with patented automatic brass pump, with double springs, which easily and quickly supply the required air pressure. The burner is made of special generator metal, producing a steady pure, blue flame of intense heat, using very little gasoline. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

THE EXPLOSION OF BOILERS

Editor Questions and Answers:—Please mention the causes of boiler explosives and the prevention of same.

Many boiler explosions are caused by carelessness and inexperience the exact nature of which varies in different cases and it would be beyond our space limits to assume to list the cases. A boiler may explode because some of its working parts are not strong enough to do duty; or because said parts have become too weak for general duty. The boiler may be incorrectly made, or may have poor workmanship. It may have been weakened by improper usage or the safety valve may have gone off duty. The explosions can be reasonably prevented by having the boiler inspected frequently by some one that is competent to do it and by having the boiler operated by skilled help. Also be sure the safety valve and soft plug are all right and that the boiler is not become unfit through long usage.

KEEPING FILES

Editor Questions and Answers:—It seems to be the common thing in our shop to furnish the men with a new set of files every week. This is too expensive and we would be obliged to you if you could give us a few preventatives. Awaiting the news, we remain,

GRISM & BARRETT.

In about all the shops we ever worked in (and they are some numerous) the files were thrown any old place and never received any particular attention. Let the tool chests have a separate place and the general storage place the same. A file will work better for being brushed frequently with a fine wire or steel brush. Also a file is more effective if it has a handle—yet nine out of ten files do not have handles attached. A new file should never be used on cast iron that is rough and likewise upon too narrow a surface. The file should never be operated by being rubbed back and forth upon any work. Push the file so the teeth cut.

DRILLING HOLES

Editor Questions and Answers:—Considerable of the profit of a job is shot into the work if it does not turn out right. I find that it is costing me too much money to drill holes through brick and cement work and would be glad to have any suggestions from you in the matter.

J. A. BROWN.

If you have a chance to work the air pressure tools your problem will be muchly simplified but otherwise you must depend upon the customary tools unless you have sleeves put in while the cement work is under way. Such a course, however, is not always practical. We assume that if you use good star drills and

keep them in cutting shape and show the workmen how to use the drill (and we might state that half of the men do not know how to properly use a drill) that your cost of drilling holes will be materially reduced. We reduced drilling costs 100 per cent for one shop and you can do the same.

CALKING JOINTS

Editor Questions and Answers:—In testing our out pipe work of plumbing lines we have many leaks on the lead joints of the cast iron lines. As this is not occasional, but frequent I wish you would shed some light on the subject and oblige.

CHAS. E. STEBBINS.

Leaks generally show up on testing out, to a certain per cent, but we assume that yours are going beyond the limit and hence believe that you had better be on the job often while the work is being run. We should think that the oakum was not properly driven home and hence, no matter how carefully the lead was handled there would be an unusual amount of leaks on the work. Again your plumbers may be making two pourings of lead per joint which is dead wrong. Look up these two points and we will venture that your leak percentage is reduced.

HOLDING NICKEL PIPES

Editor Questions and Answers:—How can I make a good vise to hold nickel pipe? The jaws on the one I use mar the pipe too much.

ANDREW GILLETTE.

Any vise with jaws having teeth is not the proper arrangement for holding nickel or brass pipes. You should use some kind of a clamp which will fit around the pipe and hold it without marring same. Some plumbers saw an ordinary pipe coupling in halves and line said halves with lead. This makes a very good arrangement. Saw the coupling horizontally and line it with sheet lead. If it does not hold the pipe without slipping you can use some powdered rosin which will turn the trick. If the rosin sticks too much to the pipe after the work is done a little kerosene or gasoline will wash the rosin off the pipe. You can also buy vises for holding nickel pipes from your jobber.

Carlson & Goff have removed their plumbing establishment to a new building, at Santa Ana, Cal., which will give them facilities for carrying an increased stock of merchandise. They went into business some three and a half years ago, have built up a splendid business and are keeping busy. They believe 1918 will be one of the best years they have ever experienced. Aside from being excellent workmen, they are enterprising merchants, realizing the advantages of plumbers engaging in mercantile lines, and have done so to a far greater extent than is usually the case with most plumbers.

Here's a real screw driver!

It's real joy to feel the way it will start a tightened rusted screw, or drive one home into hardest wood.



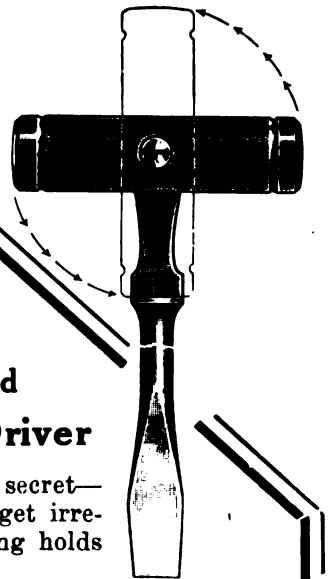
Crescent Guaranteed Hammer-Handl Screw Driver

The adjustable handle is the secret—just turn it crosswise, and you get irresistible leverage. A strong spring holds the handle in either position.

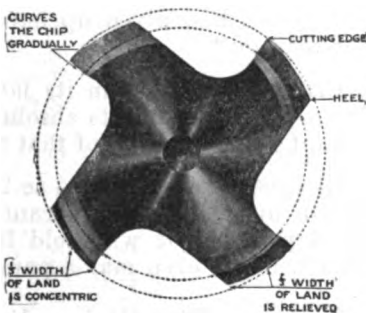
Use this screw driver yourself, and you'll want your customers to have it too. It bears the Crescent Guarantee, and is Crescent Quality all through.

Three sizes, retailing from 65c to 75c. Order them from your jobber.

CRESCENT TOOL COMPANY
Jamestown, N. Y.



G T D Taps are Relieved Like a Milling Cutter



That is, one-third of the land back of the cutting edge retains the full cutting size. The remaining two-thirds is relieved on top, bottom and sides.

This reduces friction, prevents binding and makes the tap cut free and easy.

You should learn more about the G. T. D. line and the consumer advertising we are doing to create a demand for G. T. D. tools.

Ask for particulars, literature, etc.

GREENFIELD TAP & DIE CORPORATION

Greenfield, Mass.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
London, 149 Queen Victoria Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario





PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.
 OFFICIAL ORGAN OF THE WESTERN TRADE
 VOL. XIII JANUARY, 1918 NUMBER 1

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
 R. L. SHEARMAN :: :: :: Associate Editor
 Entered as second-class matter at Portland, Oregon, under Act
 of Congress of March 3, 1879.

Copyrighted by the **HARDWARE WORLD**, 1917.
 All Rights Reserved.

| | | |
|---|--|--|
| Boatmen's Bank Bldg. St. Louis. | OFFICES Ellsworth Bldg. Chicago. | 70 Fifth Ave. New York. |
| Phelan Bldg. San Francisco. | 388 Taylor St Corner 10th | 1134 Citizens Nat'l Bank Bldg. |
| 507 Pioneer Bldg. Seattle. | Portland, Ore. | Los Angeles 204 Scott Bldg. Salt Lake. |

220 Pacific Bldg. Vancouver, B. C., Canada.

None of the editors, publishers or employees of the "WORLD" are connected or affiliated in any way with any jobbing house, manufacturer or dealer—hence the exponent of the entire trade.



No. 1 Fire Pot. List Price Each \$13.60.
 Ask for Discount.....

The Greatest Heat at the Lowest Cost

all the year round is obtained by using a C. & L. Fire Pot or Torch. All burners are especially powerful generators, consuming but little fuel, but producing intense heat. Easy of adjustment, quick action, satisfactory work, and a wide range of utility make C. & L. Fire Pots and Torches, a money making and a money saving proposition to you. Will winter find you ready with plenty of C. & L. Fire Pots and Torches on hand? It will pay you to anticipate your wants. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
 DETROIT, MICH., U. S. A.

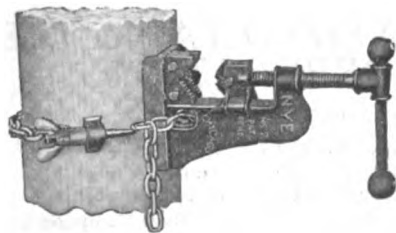


Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

It takes all sizes of pipe from 1/8 to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.



You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois

Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION—

| | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------|--|--|--------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Rim Fire— | | | Black Smkls. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-----------|--|--|--------------|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | | |
|---------|-------------------------------|------|-------|------|----------------|-------|-------|------|--------------------|------|
| 0 | Oval Foot Baths. | 150 | ..... | .50 | Drinking Cups. | 220 | ..... | 2.00 | Covered Bake Pans. | |
| 1 | ..... | 250 | ..... | .55 | 08 | ..... | .15 | 222 | ..... | 2.50 |
| 2 | ..... | 350 | ..... | .65 | 09 | ..... | .15 | 2121 | ..... | 1.20 |
| 3 | ..... | 450 | ..... | .80 | 010 | ..... | .20 | 2141 | ..... | 1.45 |
| 4 | ..... | 650 | ..... | 1.00 | 8 | ..... | .15 | 2161 | ..... | 1.75 |
| | Coffee Biggins. | 850 | ..... | 1.25 | 9 | ..... | .20 | 2181 | ..... | 2.00 |
| 0 | ..... | 1050 | ..... | 1.50 | 10 | ..... | .30 | 2201 | ..... | 2.25 |
| 01 | ..... | 1250 | ..... | 1.75 | 11 | ..... | .35 | 2221 | ..... | 2.75 |
| 01 | ..... | 1501 | ..... | .60 | | | | | | |
| 00 | ..... | 2501 | ..... | .70 | | | | | | |
| 010 | ..... | 3501 | ..... | .80 | | | | | | |
| 020 | ..... | 4501 | ..... | .95 | | | | | | |
| 030 | ..... |  |  |  |  |  |  |  |  |  |
| 040 | ..... |  |  |  |  |  |  |  |  |  |
| 050 | ..... |  |  |  |  |  |  |  |  |  |
| | Coffee Boilers. | | | | | | | | | |
| 60 | ..... |  |  |  |  |  |  |  |  |  |
| 70 | ..... |  |  |  |  |  |  |  |  |  |
| 80 | ..... |  |  |  |  |  |  |  |  |  |
| 90 | ..... |  |  |  |  |  |  |  |  |  |
| 100 | ..... |  |  |  |  |  |  |  |  |  |
| 601 | ..... |  |  |  |  |  |  |  |  |  |
| 701 | ..... |  |  |  |  |  |  |  |  |  |
| 801 | ..... |  |  |  |  |  |  |  |  |  |
| 901 | ..... |  |  |  |  |  |  |  |  |  |
| 1001 | ..... |  |  |  |  |  |  |  |  |  |
| | Fish Boilers. | | | | | | | | | |
| 218 | ..... |  |  |  |  |  |  |  |  |  |
| 220 | ..... |  |  |  |  |  |  |  |  |  |
| 222 | ..... |  |  |  |  |  |  |  |  |  |
| 2181 | ..... |  |  |  |  |  |  |  |  |  |
| 2201 | ..... |  |  |  |  |  |  |  |  |  |
| 2221 | ..... |  |  |  |  |  |  |  |  |  |
| | Ham Boilers. | | | | | | | | | |
| 170 | ..... |  |  |  |  |  |  |  |  |  |
| 175 | ..... |  |  |  |  |  |  |  |  |  |
| | Milk or Rice Boilers | | | | | | | | | |
| 14 | ..... |  |  |  |  |  |  |  |  |  |
| 16 | ..... |  |  |  |  |  |  |  |  |  |
| 18 | ..... |  |  |  |  |  |  |  |  |  |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 22 | ..... |  |  |  |  |  |  |  |  |  |
| 24 | ..... |  |  |  |  |  |  |  |  |  |
| 26 | ..... |  |  |  |  |  |  |  |  |  |
| 28 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| 141 | ..... |  |  |  |  |  |  |  |  |  |
| 161 | ..... |  |  |  |  |  |  |  |  |  |
| 181 | ..... |  |  |  |  |  |  |  |  |  |
| 201 | ..... |  |  |  |  |  |  |  |  |  |
| 221 | ..... |  |  |  |  |  |  |  |  |  |
| 241 | ..... |  |  |  |  |  |  |  |  |  |
| 261 | ..... |  |  |  |  |  |  |  |  |  |
| 281 | ..... |  |  |  |  |  |  |  |  |  |
| 301 | ..... |  |  |  |  |  |  |  |  |  |
| 52 | ..... |  |  |  |  |  |  |  |  |  |
| 52 1/2 | ..... |  |  |  |  |  |  |  |  |  |
| 53 | ..... |  |  |  |  |  |  |  |  |  |
| 53 1/2 | ..... |  |  |  |  |  |  |  |  |  |
| 54 | ..... |  |  |  |  |  |  |  |  |  |
| 56 | ..... |  |  |  |  |  |  |  |  |  |
| 58 | ..... |  |  |  |  |  |  |  |  |  |
| 521 | ..... |  |  |  |  |  |  |  |  |  |
| 521 1/2 | ..... |  |  |  |  |  |  |  |  |  |
| 531 | ..... |  |  |  |  |  |  |  |  |  |
| 531 1/2 | ..... |  |  |  |  |  |  |  |  |  |
| 541 | ..... |  |  |  |  |  |  |  |  |  |
| 561 | ..... |  |  |  |  |  |  |  |  |  |
| 581 | ..... |  |  |  |  |  |  |  |  |  |
| | Smls. Bowls. | | | | | | | | | |
| 9-10 | ..... |  |  |  |  |  |  |  |  |  |
| 12-14 | ..... |  |  |  |  |  |  |  |  |  |
| 16 | ..... |  |  |  |  |  |  |  |  |  |
| 18 | ..... |  |  |  |  |  |  |  |  |  |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 22 | ..... |  |  |  |  |  |  |  |  |  |
| 24 | ..... |  |  |  |  |  |  |  |  |  |
| 26 | ..... |  |  |  |  |  |  |  |  |  |
| 28 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| | Soup Bowls. | | | | | | | | | |
| 125 | ..... |  |  |  |  |  |  |  |  |  |
| | Wash Bowls. | | | | | | | | | |
| 26 | ..... |  |  |  |  |  |  |  |  |  |
| 28 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| 32 | ..... |  |  |  |  |  |  |  |  |  |
| 34 | ..... |  |  |  |  |  |  |  |  |  |
| 36 | ..... |  |  |  |  |  |  |  |  |  |
| | Covered Buckets. | | | | | | | | | |
| 19 | ..... |  |  |  |  |  |  |  |  |  |
| 21 | ..... |  |  |  |  |  |  |  |  |  |
| 21 1/2 | ..... |  |  |  |  |  |  |  |  |  |
| 22 | ..... |  |  |  |  |  |  |  |  |  |
| 23 | ..... |  |  |  |  |  |  |  |  |  |
| 24 | ..... |  |  |  |  |  |  |  |  |  |
| 26 | ..... |  |  |  |  |  |  |  |  |  |
| 28 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| 32 | ..... |  |  |  |  |  |  |  |  |  |
| | Drinking Cups. | | | | | | | | | |
| 08 | ..... |  |  |  |  |  |  |  |  |  |
| 09 | ..... |  |  |  |  |  |  |  |  |  |
| 010 | ..... |  |  |  |  |  |  |  |  |  |
| 8 | ..... |  |  |  |  |  |  |  |  |  |
| 9 | ..... |  |  |  |  |  |  |  |  |  |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| 11 | ..... |  |  |  |  |  |  |  |  |  |
| | Pieced Cups. | | | | | | | | | |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 25 | ..... |  |  |  |  |  |  |  |  |  |
| 40 | ..... |  |  |  |  |  |  |  |  |  |
| | Straight Cups. | | | | | | | | | |
| 0 | ..... |  |  |  |  |  |  |  |  |  |
| 6 | ..... |  |  |  |  |  |  |  |  |  |
| 120 | ..... |  |  |  |  |  |  |  |  |  |
| | Miners' Cups. | | | | | | | | | |
| 50 | ..... |  |  |  |  |  |  |  |  |  |
| | Measuring Cups. | | | | | | | | | |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| | After Dinner Cups & Saucers. | | | | | | | | | |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| | Cups & Saucers. | | | | | | | | | |
| 100 | ..... |  |  |  |  |  |  |  |  |  |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 400 | ..... |  |  |  |  |  |  |  |  |  |
| | Cuspidors. | | | | | | | | | |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 80 | ..... |  |  |  |  |  |  |  |  |  |
| | Flaring Cocoa Shaped Dippers. | | | | | | | | | |
| 161 | ..... |  |  |  |  |  |  |  |  |  |
| 151 | ..... |  |  |  |  |  |  |  |  |  |
| | Genuine Cocoa Shaped Dippers. | | | | | | | | | |
| 55 | ..... |  |  |  |  |  |  |  |  |  |
| | Cup Dippers. | | | | | | | | | |
| 9 | ..... |  |  |  |  |  |  |  |  |  |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| 11 | ..... |  |  |  |  |  |  |  |  |  |
| | Flaring Dippers. | | | | | | | | | |
| 010 | ..... |  |  |  |  |  |  |  |  |  |
| 011 | ..... |  |  |  |  |  |  |  |  |  |
| 012 | ..... |  |  |  |  |  |  |  |  |  |
| | Windsor Dippers. | | | | | | | | | |
| 100 | ..... |  |  |  |  |  |  |  |  |  |
| 110 | ..... |  |  |  |  |  |  |  |  |  |
| 112 | ..... |  |  |  |  |  |  |  |  |  |
| 114 | ..... |  |  |  |  |  |  |  |  |  |
| | Oblong Soap Dishes. | | | | | | | | | |
| 50 | ..... |  |  |  |  |  |  |  |  |  |
| | Wall Soap Dishes. | | | | | | | | | |
| 60 | ..... |  |  |  |  |  |  |  |  |  |
| 060 | ..... |  |  |  |  |  |  |  |  |  |
| | Sink Drainers. | | | | | | | | | |
| 7 | ..... |  |  |  |  |  |  |  |  |  |
| 40 | ..... |  |  |  |  |  |  |  |  |  |
| | Coffee Flasks. | | | | | | | | | |
| 10 | ..... |  |  |  |  |  |  |  |  |  |
| | Round Coffee Flasks. | | | | | | | | | |
| 110 | ..... |  |  |  |  |  |  |  |  |  |
| | Pieced Funnels. | | | | | | | | | |
| 01 | ..... |  |  |  |  |  |  |  |  |  |
| 02 | ..... |  |  |  |  |  |  |  |  |  |
| 03 | ..... |  |  |  |  |  |  |  |  |  |
| 04 | ..... |  |  |  |  |  |  |  |  |  |
| 05 | ..... |  |  |  |  |  |  |  |  |  |
| 06 | ..... |  |  |  |  |  |  |  |  |  |
| | Fruit Jar Fillers. | | | | | | | | | |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| | Berlin Kettles. | | | | | | | | | |
| 02 | ..... |  |  |  |  |  |  |  |  |  |
| 03 | ..... |  |  |  |  |  |  |  |  |  |
| 04 | ..... |  |  |  |  |  |  |  |  |  |
| 05 | ..... |  |  |  |  |  |  |  |  |  |
| 06 | ..... |  |  |  |  |  |  |  |  |  |
| 08 | ..... |  |  |  |  |  |  |  |  |  |
| 010 | ..... |  |  |  |  |  |  |  |  |  |
| 012 | ..... |  |  |  |  |  |  |  |  |  |
| 021 | ..... |  |  |  |  |  |  |  |  |  |
| 031 | ..... |  |  |  |  |  |  |  |  |  |
| 041 | ..... |  |  |  |  |  |  |  |  |  |
| 051 | ..... |  |  |  |  |  |  |  |  |  |
| 061 | ..... |  |  |  |  |  |  |  |  |  |
| 081 | ..... |  |  |  |  |  |  |  |  |  |
| 0101 | ..... |  |  |  |  |  |  |  |  |  |
| 0121 | ..... |  |  |  |  |  |  |  |  |  |
| | Convex Kettles. | | | | | | | | | |
| 212 | ..... |  |  |  |  |  |  |  |  |  |
| 214 | ..... |  |  |  |  |  |  |  |  |  |
| 216 | ..... |  |  |  |  |  |  |  |  |  |
| 218 | ..... |  |  |  |  |  |  |  |  |  |
| | Milk Kettles. | | | | | | | | | |
| 70 | ..... |  |  |  |  |  |  |  |  |  |
| 71 | ..... |  |  |  |  |  |  |  |  |  |
| 72 | ..... |  |  |  |  |  |  |  |  |  |
| 73 | ..... |  |  |  |  |  |  |  |  |  |
| 74 | ..... |  |  |  |  |  |  |  |  |  |
| 76 | ..... |  |  |  |  |  |  |  |  |  |
| 81 | ..... |  |  |  |  |  |  |  |  |  |
| 82 | ..... |  |  |  |  |  |  |  |  |  |
| 83 | ..... |  |  |  |  |  |  |  |  |  |
| 84 | ..... |  |  |  |  |  |  |  |  |  |
| 86 | ..... |  |  |  |  |  |  |  |  |  |
| 51 | ..... |  |  |  |  |  |  |  |  |  |
| 52 | ..... |  |  |  |  |  |  |  |  |  |
| 53 | ..... |  |  |  |  |  |  |  |  |  |
| 54 | ..... |  |  |  |  |  |  |  |  |  |
| 56 | ..... |  |  |  |  |  |  |  |  |  |
| | Lipped Reserving Kettles. | | | | | | | | | |
| 14 | ..... |  |  |  |  |  |  |  |  |  |
| 16 | ..... |  |  |  |  |  |  |  |  |  |
| 18 | ..... |  |  |  |  |  |  |  |  |  |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 22 | ..... |  |  |  |  |  |  |  |  |  |
| 24 | ..... |  |  |  |  |  |  |  |  |  |
| 26 | ..... |  |  |  |  |  |  |  |  |  |
| 28 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| 32 | ..... |  |  |  |  |  |  |  |  |  |
| 34 | ..... |  |  |  |  |  |  |  |  |  |
| 36 | ..... |  |  |  |  |  |  |  |  |  |
| | Tea Kettles. | | | | | | | | | |
| 20 | ..... |  |  |  |  |  |  |  |  |  |
| 30 | ..... |  |  |  |  |  |  |  |  |  |
| 40 | ..... |  |  |  |  |  |  |  |  |  |
| 50 | ..... |  |  |  |  |  |  |  |  |  |
| 60 | ..... |  |  |  |  |  |  |  |  |  |

RETAIL SELLING PRICE—Continued.

| | | | | | |
|--------------------|----------------------|----------------------|----------------------|------------------|-----------------|
| 55 ..... .70 | Lipped Sauce Pans. | 58 ..... .25 | Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .25 | 59 ..... .30 | 1650 1.90 | 224 7.50 | 238 9.00 |
| Muffin Pans. | 10 ..... .30 | 60 ..... .35 | 1850 2.25 | 312 9.00 | 318 12.00 |
| 406 ..... .45 | 12 ..... .30 | Coffee Pots. | Berlin Sauce Pots. | 324 15.00 | 336 18.00 |
| 408 ..... .55 | 14 ..... .35 | 2 1/2 ..... .55 | 02 ..... .55 | 10 \$1.75 | |
| 409 ..... .65 | 16 ..... .35 | 3 ..... .60 | 03 ..... .65 | 14 2.00 | |
| 412 ..... .75 | 18 ..... .40 | 4 ..... .65 | 04 ..... .75 | 17 2.85 | |
| Corn Cake Pans. | 20 ..... .45 | 5 ..... .65 | 05 ..... .85 | 21 2.75 | |
| 706 ..... .55 | 22 ..... .55 | 15 ..... .65 | 06 ..... .90 | 101 2.00 | |
| 708 ..... .65 | 24 ..... .60 | 25 ..... .75 | 08 1.15 | 141 2.25 | |
| 709 ..... .75 | 26 ..... .65 | 35 ..... .85 | 010 1.40 | 171 2.75 | |
| 712 ..... .85 | 28 ..... .80 | 45 ..... .90 | 012 1.65 | 211 8.25 | |
| Milk Pans. | 30 ..... .95 | 55 1.05 | 021 ..... .65 | | |
| 00 ..... .30 | Straight Sauce Pans. | 21 1/2 ..... .65 | 081 ..... .75 | Nesco Perfect | |
| 0 ..... .30 | 250 ..... .55 | 31 ..... .60 | 041 ..... .90 | Roasters. | |
| 11 ..... .25 | 350 ..... .65 | 51 ..... .65 | 051 1.00 | 150 \$2.50 | |
| 15 ..... .25 | 450 ..... .80 | 151 ..... .75 | 061 1.15 | 180 3.25 | |
| 20 ..... .30 | 650 1.00 | 251 ..... .85 | 081 1.35 | 200 4.20 | |
| 30 ..... .35 | Shallow Stew Pans. | 351 ..... .90 | 0101 1.65 | Grocers' Scoops. | |
| 40 ..... .40 | 3 ..... .30 | 451 1.00 | 0121 1.85 | 2 \$1.40 | |
| 50 ..... .50 | 4 ..... .35 | 551 1.15 | Convex Sauce Pots. | 3 ..... .50 | |
| 60 ..... .55 | 5 ..... .40 | 05 ..... .90 | 212 \$1.05 | 4 ..... .55 | |
| 80 ..... .65 | 6 ..... .50 | 015 1.00 | 214 1.25 | 20 ..... .55 | |
| 100 ..... .70 | Deep Stew Pans. | 025 1.15 | 216 1.50 | 30 ..... .65 | |
| 120 ..... .85 | 14 ..... .35 | 035 1.20 | 218 1.75 | 40 ..... .85 | |
| Pudding Pans. | 16 ..... .35 | 045 1.35 | 220 2.00 | 50 1.00 | |
| 50 ..... .25 | 18 ..... .40 | 055 1.50 | 222 2.50 | | |
| 100 ..... .25 | 20 ..... .45 | 051 1.00 | 2121 1.20 | | |
| 150 ..... .30 | 22 ..... .50 | 0151 1.05 | 2141 1.40 | | |
| 200 ..... .35 | Molasses Pitchers. | 0251 1.15 | 2161 1.75 | | |
| 300 ..... .40 | 601 \$1.55 | 0351 1.30 | 2181 2.00 | | |
| 400 ..... .40 | Convex Water | 0451 1.40 | 2201 2.25 | | |
| 500 ..... .50 | Pitchers. | 0551 1.55 | 2221 2.75 | | |
| 600 ..... .55 | 401 \$1.60 | Tea Pots. | Oval Sauce Pots. | | |
| 800 ..... .65 | 402 ..... .65 | 00 \$1.50 | 2 \$2.00 | | |
| 1000 ..... .70 | 403 ..... .75 | 01 ..... .55 | 3 2.25 | | |
| Pan Pans. | 404 ..... .85 | 0 ..... .65 | 4 2.50 | | |
| 1 ..... .50 | 405 ..... .90 | 10 ..... .70 | 20 2.25 | | |
| 2 ..... .55 | 406 1.00 | 20 ..... .80 | 30 2.50 | | |
| 3 ..... .65 | Water Pitchers. | 30 ..... .85 | 40 2.75 | | |
| 30 ..... .75 | 5 \$1.00 | 40 ..... .95 | Straight Sauce Pots. | | |
| Berlin Sauce Pans. | 10 1.15 | 50 1.05 | 014 \$1.50 | | |
| 02 ..... .55 | 20 1.25 | 001 ..... .60 | 016 ..... .65 | | |
| 03 ..... .65 | 0 ..... .70 | 011 ..... .65 | 018 ..... .70 | | |
| 04 ..... .75 | 1 ..... .80 | 01 1/2 ..... .70 | 020 ..... .85 | | |
| 05 ..... .85 | 2 ..... .90 | 101 ..... .80 | 022 1.00 | | |
| 06 ..... .95 | 3 1.05 | 201 ..... .85 | 024 1.25 | | |
| 08 1.15 | 4 1.20 | 301 ..... .95 | 026 1.50 | | |
| 010 1.35 | 6 2.00 | 401 1.05 | 028 2.00 | | |
| 012 1.65 | Pitchers & Bowls. | 501 1.15 | 030 2.25 | | |
| 021 ..... .65 | 100 \$1.65 | 1000 ..... .95 | 032 2.50 | | |
| 031 ..... .75 | 200 1.75 | 1010 1.00 | 80 1.25 | | |
| 041 ..... .90 | Dinner Plates. | 1020 1.15 | 100 1.50 | | |
| 051 1.00 | 19 \$1.35 | 1030 1.25 | 120 1.75 | | |
| 061 1.15 | 20 ..... .30 | 1040 1.40 | 160 2.25 | | |
| 081 1.40 | 21 ..... .35 | 1050 1.55 | 200 2.75 | | |
| 0101 1.65 | Pie Plates. | 2000 1.00 | 301 1.40 | | |
| 0121 1.85 | 27 \$1.30 | 2010 1.10 | 1001 1.75 | | |
| Comb. Dbl Sauce | 28 ..... .30 | 2020 1.20 | 1201 2.00 | | |
| Pans. | 29 ..... .35 | 2030 1.35 | 1601 2.50 | | |
| 1 \$1.50 | 30 ..... .30 | 2040 1.45 | 2001 3.00 | | |
| 11 1.75 | 31 ..... .35 | 2050 1.65 | Covered Stove Pots. | | |
| Comb. Triple Sauce | 32 ..... .35 | Fireless Cooker Pots | 706 \$1.25 | | |
| Pans. | 33 ..... .35 | 420 ..... .85 | 707 1.50 | | |
| 10 \$2.25 | 41 ..... .35 | 620 1.15 | 708 2.00 | | |
| 101 2.50 | Lebanon Pie Plates. | 820 1.40 | 709 2.50 | | |
| Sauce Pans. | 47 \$1.35 | 1420 1.25 | 7061 1.50 | | |
| 162 ..... .55 | 48 ..... .35 | 1620 1.60 | 7071 1.75 | | |
| 163 ..... .60 | 49 ..... .30 | 1820 1.90 | 7081 2.25 | | |
| 164 ..... .70 | 50 ..... .30 | 450 1.15 | 7091 2.75 | | |
| | | 650 1.55 | Soup Stock Pots. | | |
| | | 850 1.85 | 212 \$4.50 | | |

| AUGERS— | Nut | Ship | With | Without |
|------------------|---------|---------|--------|---------|
| 1/2 ..... .50 | Sizes | in 16's | Screw | Screw |
| 3/4 ..... .85 | 5 to 10 | 11 | \$1.20 | \$1.45 |
| 1 ..... .60 | 12 | 12 | 1.35 | 1.60 |
| 1 1/4 1.15 | 13 | 13 | 1.35 | 1.60 |
| 1 1/2 1.40 | 14 | 14 | 1.45 | 1.70 |
| 1 3/4 1.80 | 15 | 15 | 1.45 | 1.70 |
| 2 2.15 | 16 | 16 | 1.65 | 1.90 |
| 2 1/4 2.50 | 17 | 17 | 1.65 | 1.90 |
| 2 1/2 3.00 | 18 | 18 | 1.75 | 2.10 |
| 2 3/4 3.75 | 19 | 19 | 1.75 | 2.10 |
| 3 5.00 | 20 | 20 | 1.95 | 2.35 |
| | 21 | 21 | 1.95 | 2.35 |
| Boring Machine— | 22 | 22 | 2.10 | 2.50 |
| 1 ..... .90 | 23 | 23 | 2.45 | 2.80 |
| 1 1/4 1.00 | 24 | 24 | 2.45 | 2.80 |
| 1 1/2 1.25 | 25 | 25 | 2.70 | 3.30 |
| 1 3/4 1.50 | 26 | 26 | 2.70 | 3.30 |
| 2 2.00 | 27 | 27 | 2.95 | 3.90 |
| Cuban Ring— | 28 | 28 | 2.95 | 3.90 |
| 1 1.50 | 29 | 29 | 3.90 | 4.45 |
| 1 1/4 1.75 | 30 | 30 | 3.90 | 4.45 |
| 1 1/2 2.00 | 31 | 31 | 4.45 | 5.20 |
| 1 3/4 2.50 | 32 | 32 | 4.45 | 5.20 |
| 2 2.85 | | | | |
| Post Hole— | | | | |
| Vaughns | | | | \$1.75 |
| Iwan 6-inch | | | | 2.50 |
| Eureka Diggers | | | | 2.00 |

| | |
|---|--|
| ADZES—Whites or Bartons—House, \$3.90 each; Railroad, \$4.15; Ship 4 1/2, \$4.05; Ship 4 1/2, \$4.45; Lipd. 4 1/2, \$4.80; Lipd. 4 1/2, \$4.85. Lippincotts—House, \$2.50; Ship, \$3.00. | |
| ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.25. | |
| ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 lb.; 70 to 79 lb., 23 lb.; 60 to 69 lb., 23 1/2 lb.; 50 to 59 lb., 24 1/2 lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 lb. | |
| APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. | |
| ASBESTOS— | |
| Mill Board, 35c lb.; Cut, 40c lb. | |
| Paper, 35c lb.; Cut, 40c lb. | |
| Wicking, 1/2-lb. balls, 80c each. | |
| Wicking, 1-lb. lots, \$1.50. | |
| Cement, per sack 6.00 | |
| AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit Hdl. Am., \$2.00; best grade Hdl., \$2.25. Dble. Bit American, \$2.50; best grade Hdl., \$3.00. Not Hdl.—S. B. best grade, \$2.00; D. B., best grade, \$2.50. | |
| Broad—Lippincotts 5 & 6-lb., \$5.00 each; 6 1/2 & 7-lb., \$5.25 each; 7 1/2 & 8-lb., \$5.50; 8 1/2 & 9-lb., \$5.75; 10-lb., \$6.00. White's or Barton's—All sizes, \$6.00 each. | |
| BABBITT—1, 25c lb.; 2, 22c lb.; 3, 20c lb.; 4, 18c lb.; Magnolia, 50c lb.; OH, 75c lb.; Motor, \$1.00 lb. | |
| BATTERIES—Dry, 2 1/2 x 6, each 45c. | |
| BARS—Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1. Crow Bars—15c lb. | |

RETAIL SELLING PRICE—Continued.

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BEVELS—Sliding T—No. 18: 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.

| BIBBS—Compression. | Size | List | Retail |
|----------------------|------|---------|--------|
| Fin. Plain | 1/2 | \$19.80 | \$1.25 |
| | 3/4 | 25.20 | 1.60 |
| N. P. Plain | 1/2 | 23.40 | 1.50 |
| | 3/4 | 28.80 | 1.80 |
| Fin. Hose | 1/2 | 22.80 | 1.45 |
| | 3/4 | 28.20 | 1.75 |
| N. P. Hose | 1/2 | 26.40 | 1.65 |
| | 3/4 | 31.80 | 2.00 |
| Fullers N. P. Plain— | | | |
| Shouldered | 1/2 | 28.20 | 1.80 |
| | 3/4 | 32.40 | 2.10 |
| Flanged, Fem. | 1/2 | 34.20 | 2.15 |
| | 3/4 | 39.60 | 2.50 |
| Flanged, Male | 1/2 | 36.00 | 2.25 |
| Fullers N. P. Hose— | | | |
| Shouldered | 1/2 | 41.40 | 2.60 |
| | 3/4 | 31.80 | 2.00 |
| Flanged, Fem. | 1/2 | 37.80 | 2.35 |
| | 3/4 | 43.20 | 2.70 |
| Flanged, Male | 1/2 | 39.60 | 2.50 |
| | 3/4 | 45.00 | 2.80 |

| BITS—Auger | R. J. | Irwin | Common |
|------------|-------|-------|--------|
| 8-16 | .55 | .40 | .25 |
| 4-16 | .50 | .40 | .25 |
| 5-16 | .50 | .40 | .25 |
| 6-16 | .55 | .40 | .25 |
| 7-16 | .55 | .40 | .25 |
| 8-16 | .60 | .45 | .25 |
| 9-16 | .60 | .45 | .30 |
| 10-16 | .65 | .50 | .35 |
| 11-16 | .70 | .55 | .35 |
| 12-16 | .75 | .60 | .35 |
| 13-16 | .80 | .65 | .45 |
| 14-16 | .85 | .70 | .50 |
| 15-16 | .95 | .75 | .55 |
| 16 | 1.00 | .75 | .60 |

Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00.

Clark's Expansive, small, \$1.15; large, \$1.50.

Steers, small, \$2.00; large, \$2.50.

BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c; 12-in., 20c. Power, 14-in., 35c.

EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.

| BLOCKS—Wood Tackle. | Com. Sngl. | Com. Dbl. | Com. Triple | Pat. Sngl. | Pat. Dbl. | Pat. Trpl. |
|---------------------|------------|-----------|-------------|------------|-----------|------------|
| 8-inch | .80 | \$1.45 | \$1.90 | \$1.20 | \$2.20 | \$3.20 |
| 4-inch | .95 | 1.75 | 2.35 | 1.30 | 2.50 | 3.60 |
| 5-inch | 1.00 | 1.90 | 2.50 | 1.40 | 2.80 | 3.85 |
| 6-inch | 1.20 | 2.20 | 3.20 | 1.65 | 3.15 | 4.85 |
| 7-inch | 1.45 | 2.65 | 3.85 | 1.85 | 3.65 | 5.50 |
| 8-inch | 1.80 | 3.10 | 4.65 | 2.50 | 4.50 | 6.60 |
| 10-inch | 3.00 | 4.90 | 6.85 | 3.85 | 6.60 | 9.35 |
| 12-inch | 4.85 | 8.25 | 11.70 | 5.80 | 10.00 | 14.50 |

| BLOCKS—Steel Tackle | Size | Single | Double |
|---------------------|------|--------|--------|
| 3-inch | | .90 | 1.50 |
| 4-inch | | 1.00 | 1.85 |
| 5-inch | | 1.10 | 2.00 |
| 6-inch | | 1.25 | 2.25 |
| 8-inch | | 1.85 | 3.25 |
| 10-inch | | 3.00 | 5.00 |

| BLOCKS—Wood Snatch. | 6-inch | 8-inch | 10-inch | 12-inch |
|---------------------|--------|--------|---------|---------|
| | \$3.00 | 4.35 | 6.35 | 7.50 |

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS—Stove—W. L.: 24x24, \$1.40; 24x36, \$2.00; 26x26, \$1.65; 26x32, \$2.00; 28x28, \$1.95; 28x34, \$2.25; 30x30, \$2.25; 30x38, \$2.75; 38x33, \$2.80; 32x42, \$3.25; 36x36, \$3.35. P. L.: 18x18, 55c; 24x24, \$1.00; 26x26, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zinc Queen, each 50c.

| BOXES—Mitre— | Goodell— | Langdon— |
|--------------------------|----------|----------|
| 26x4 | \$15.00 | 15 |
| 28x5 | 16.50 | 16 |
| 30x5 | 17.00 | 16 |
| 30x6 | 19.00 | 72 |
| New Langdon Imp.— | | 73 |
| 32 | 14.50 | 74 |
| 33 | 15.00 | Stanley— |
| 34 | 17.00 | 246 |
| 35 | 17.50 | 50 1/2 |
| Stearns— | | 244 |
| 1 | 2.75 | 858 |
| Perfection— | | 460 |
| 2 | 8.25 | 846 |
| Parts: Add to list, 25%. | | |

| BOLTS— | Contractors. | Retail, by doz. |
|----------------------------|--------------|-----------------|
| Carriage— | | |
| Small | Plus 10% | Plus 50% |
| Large | Plus 35% | Plus 50% |
| Machine— | | |
| Small | Plus 10% | Plus 50% |
| Large | Plus 35% | Plus 50% |
| Stove Bolts, 80% off List. | | |
| Stud | Plus 80% | Plus 50% |
| BRACES— | 811 | 911 |
| 6 | \$2.85 | \$2.25 |
| 8 | 2.85 | 2.25 |
| 10 | 3.50 | 2.50 |
| 12 | 3.75 | 3.00 |
| 14 | 4.25 | 3.75 |
| 16 | 4.50 | 5.00 |
| 8 | 993 | 921 |
| 10 | 3.00 | 3.00 |
| 12 | 4.15 | 3.25 |
| | 8.50 | 1.65 |
| | 8008 | 8010 |
| | 8010 | 8012 |
| | \$8.00 | \$8.25 |
| | \$8.50 | \$8.75 |

| PS&W | BRACKETS—Shelf— | Pair | B. P.— | Pair |
|--|-----------------|---------------|--------------------------|------|
| | Japanned— | | | |
| 3x4 | | .20 | 3x4 | .35 |
| 4x5 | | .25 | 4x5 | .40 |
| 5x7 | | .30 | 5x7 | .50 |
| 6x8 | | .45 | 6x8 | .65 |
| 7x9 | | .45 | 7x9 | .75 |
| 8x10 | | .50 | 8x10 | .80 |
| 10x12 | | .65 | 10x12 | 1.00 |
| 12x14 | | 1.00 | 12x14 | 1.25 |
| 16x18 | | 2.25 | N.P. & O.C. same as B.P. | |
| BRADS—Wire. | Bulk per lb. | 1/2 lb. pkgs. | 1/4 lb. pkgs. | |
| 1/2 & 3/4 inch | .30 | .15 | .10 | |
| 3/4 to 1 1/2 inch | .20 | .15 | .10 | |
| 1 1/2 to 2 inch | .15 | .15 | .10 | |
| BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10. | | | | |

BREAD MAKERS—Universal—No. 2, each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.

| BUCKETS— | Common Galv. | Each | Stock— | Each |
|---------------|--------------|------|------------|------|
| 8 | | .40 | 14 | .90 |
| 10 | | .50 | 16 | 1.00 |
| 12 | | .60 | 18 | 1.15 |
| 14 | | .65 | 20 | 1.25 |
| 16 | | .75 | Well Galv. | Each |
| Garbage Galv. | Each | | 10 Qt. | .85 |
| 00 | \$1.60 | | 12 Qt. | 1.00 |
| 02 | 1.85 | | Wood— | Each |
| 03 | 2.25 | | Short ear | .85 |
| | | | Strap ear | .90 |

| BOTTLES—Vacuum. | Thermos. | Universal. |
|-----------------|----------|------------|
| 10 | \$1.75 | 61 |
| 10q | 2.75 | 62 |
| 11 | 2.00 | 21 |
| 11q | 3.25 | 22 |
| 14 | 2.25 | 71 |
| 14q | 3.50 | 72 |
| 15 1/2 | 2.75 | 91 |
| 15 | 3.00 | 92 |
| 15q | 4.50 | 81 |
| 6 | 3.25 | 82 |
| 6q | 5.00 | 5.00 |

| Fillers—Thermos and Universal. | Thermos. | Universal. |
|--------------------------------|----------|------------|
| 1/2 Pint | \$1.25 | |
| 1 Pint | 1.50 | |
| 1 Quart | 2.50 | |
| Lunch Kits— | | |
| 391 & 395 | \$3.00 | 310 |
| 392 & 396 | 3.25 | 410 |
| 393 & 397 | 3.50 | 510 |
| 394 & 398 | 4.25 | 3.75 |

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CHALK—Carpenters, per piece, 2 1/2 c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. ball, size 150, each 10c; size 250, each 10c; size 350, each 10c.

| CHAIN—German Coil. | 000, 9c ft.; 00, 8c ft.; 0, 7c ft.; 1, 7c ft.; 2, 6c ft.; 3 and larger, 5 1/2 c. ft. |
|---|--|
| Passing Link—00 (3-16), 8c ft.; 000 (13-64), 8c ft. | |
| Proof Coil— | Black, lb. Tested, lb. Galv., lb. |
| 3-16 | .22 |
| 7-32 | .35 |
| 1-4 | .19 |
| 9-32 | .30 |
| 5-16 | .17 |
| 11-32 | .27 |
| 3-8 | .16 |
| 7-16 | .16 |
| 1-2 | .15 |
| 5-8 | .15 |
| 3-4 | .14 |
| 1 | .13 1/2 |

RETAIL SELLING PRICE—Continued.

| | | | | | | | |
|---------------------|--------|------------|-------|---|------|-----------------------|------------|
| DOORS—Ash Pit. | | 12x15 | 3.50 | 1480 | 2.75 | 445 | 4.85 |
| 8x8, each. | \$1.40 | Ash Traps— | | 1445 | 4.85 | 455 | 5.00 |
| 8x10 | 1.50 | 7x9 | 55 | 1455 | 5.00 | 545 | 7.00 |
| 10x12 | 1.80 | | | 259 | 4.50 | 550 | 6.75 |
| DRILLS— | | | | 829 | 2.40 | 1580 | 4.15 |
| Bit Stock No. 114 | Dos. | % | 2.00 | 842 | 2.50 | 1540 | 5.75 |
| 3-82 | \$2.70 | 25-82 | 2.10 | 885 | 5.50 | 1545 | 7.50 |
| 1/2 | 3.00 | 13-16 | 2.20 | 879 | 2.40 | 1550 | 6.25 |
| 5-82 | 3.50 | 27-82 | 2.40 | ELBOWS—Conductor— | | 1555 | 8.50 |
| 8-16 | 4.00 | 1/2 | 2.60 | Pl. | Rd. | Sq. Cor. | Adj. |
| 7-82 | 4.50 | 7-82 | .65 | 2-inch | .35 | 2 1/2 x 1 1/2 | 1 1/2-inch |
| 1/4 | 5.00 | 1/4 | .70 | 3-inch | .50 | 8 1/2 x 2 1/2 | 2-inch |
| 5-16 | 7.00 | 5-16 | .80 | 4-inch | .60 | | 8-inch |
| 7-16 | 8.50 | 7-16 | .90 | Corrugated—Conductor | | | Shoes |
| 1/2 | 10.50 | 1/2 | 1.00 | 2-inch | .25 | 2-inch | .35 |
| 7-16 | 13.00 | 1/2 | 1.10 | 3-inch | .30 | 3-inch | .30 |
| 9-16 | 15.50 | 9-16 | 1.20 | 4-inch | .45 | 4-inch | .45 |
| 1/2 | 18.00 | 11-16 | 1.30 | 5-inch | .90 | 5-inch | .90 |
| 1/2 | 24.00 | 13-16 | 1.70 | ELBOWS—Stove Pipe— | | | |
| 1 | 30.00 | 15-16 | 1.90 | 3 | Oom. | Pol. | Adj. |
| 1 | 36.00 | 17-16 | 2.10 | 4 | .20 | .85 | .35 |
| Wire Gauge 108A. | | 1 | 2.30 | 5 | .25 | .40 | .35 |
| 1-5 Ga. | \$2.75 | 1 1-16 | 2.50 | 6 | .25 | .45 | .60 |
| 6-10 Ga. | 2.50 | 1 1/2 | 2.70 | 7 | .25 | .50 | .75 |
| 11-15 Ga. | 2.25 | 1 3-16 | 2.90 | | .80 | .75 | .85 |
| 16-20 Ga. | 2.00 | 1 1/2 | 3.10 | EMERY—Grain— | | | |
| 21-25 Ga. | 1.90 | 1 1/2 | 3.30 | No. 60, per lb. | .25 | Flour Emery— | |
| 26-30 Ga. | 1.80 | 1 1/2 | 3.60 | No. 70, per lb. | .25 | Per lb. | .25 |
| 31-35 Ga. | 1.75 | 1 1/2 | 3.90 | No. 80, per lb. | .25 | Stones—(See Stones) | |
| 36-40 Ga. | 1.75 | 1 1/2 | 4.20 | No. 90, per lb. | .25 | Cloth—(See Cloth) | |
| 41-45 Ga. | 1.70 | 1 1/2 | 4.50 | No. 100, per lb. | .25 | Wheels—(See Wheels) | |
| 46-50 Ga. | 1.65 | 1 1/2 | 4.50 | No. 120, per lb. | .25 | | |
| 51-55 Ga. | 1.60 | 1 1/2 | 4.50 | FASTENERS—Casement, Common Brass Plated, 25c; Sash, | | | |
| 56-60 Ga. | 1.55 | 1 1/2 | 4.50 | Common Brass Plated, 10c. | | | |
| Taper Shank No. 106 | each. | 1/2 | .45 | FELT—Deadening, Size Roll, 1/4-lb., \$3.00; 1-lb., \$4.00; 1 1/2- | | | |
| 1/2 | .45 | 5-82 | .45 | lb., \$6.00. Tarred, 250-ft. roll, \$1.35 each; 500-ft. roll, | | | |
| 8-16 | .50 | 8-16 | .50 | \$2.60 each. | | | |
| 7-82 | .55 | 7-82 | .55 | FIGURES—Steel. | | | |
| 1/2 | .60 | 1/2 | .60 | 1/4 each | .15 | 1/4 set. | .90 |
| 9-82 | .65 | 7-16 | .90 | 3-16 each | .15 | 3-16 set. | 1.10 |
| 5-16 | .70 | 9-16 | 1.10 | 1/4 each | .20 | 1/4 set. | 1.85 |
| 11-82 | .75 | 1/2 | 1.30 | 5-16 each | .25 | 5-16 set. | 1.60 |
| 1/2 | .80 | 11-16 | 1.50 | 1/4 each | .30 | 1/4 set. | 2.00 |
| 13-82 | .90 | 1/2 | 1.70 | FILES | | | |
| 7-16 | 1.00 | 13-16 | 1.90 | Flat Bastard size 6 | .30 | Size 10 | .45 |
| 15-82 | 1.10 | 15-16 | 2.10 | Flat Bastard size 7 | .35 | Extra Slim Tapers. | |
| 1/2 | 1.20 | 17-16 | 2.30 | Flat Bastard size 8 | .35 | Size 2 1/2, 2 for 25c | .15 |
| 17-82 | 1.30 | 5-16 | 2.80 | Flat Bastard size 10 | .40 | Size 4, 2 for 25c | .15 |
| 29-82 | 2.80 | 7-16 | 4.00 | Flat Bastard size 12 | .60 | Size 4 1/2, 2 for 25c | .15 |
| 15-16 | 3.00 | 1/2 | 8.50 | Flat Bastard size 14 | .90 | Size 5 | .15 |
| 31-82 | 3.25 | 1/2 | 12.00 | Flat Bastard size 16 | 1.15 | Size 5 1/2 | .15 |
| 1 | 3.50 | 1/2 | Each | Mill Bastard size 4 | .15 | Size 6, 2 for 85c | .20 |
| 1 1-82 | 3.75 | 9-16 | 1.40 | Mill Bastard size 5 | .20 | Size 7 | .25 |
| 1 1-16 | 4.00 | 1/2 | 1.60 | Mill Bastard size 6 | .20 | Size 8 | .30 |
| 1 8-82 | 4.25 | 1/2 | 1.60 | Mill Bastard size 7 | .25 | Weeds Saw. | |
| 1 1/2 | 4.50 | 1/2 | 1.60 | Mill Bastard size 8 | .25 | Size 5, 3 for 50c | .30 |
| 1 5-82 | 4.75 | 5-82 | .55 | Mill Bastard size 10 | .35 | Size 5 1/2, 3 for 50c | .30 |
| 1 8-16 | 5.00 | 8-16 | .60 | Mill Bastard size 12 | .45 | Size 6 | .20 |
| 1 7-82 | 5.25 | 1 | 2.50 | Mill Bastard size 14 | .60 | Size 7 | .25 |
| 1 1/2 | 5.50 | 1 1-16 | 2.70 | Mill Bastard size 16 | .85 | Band Saw. | |
| 1 9-82 | 5.75 | 1 1/4 | 2.90 | Round Bastard size 8 | .15 | Size 5 | .20 |
| 1 5-16 | 6.00 | 1 3-16 | 3.10 | Round Bastard size 8 1/2 | .15 | Size 6 | .25 |
| 1 11-82 | 6.25 | 1 1/2 | 3.30 | Round Bastard size 10 | .15 | Size 7 | .30 |
| 1 1/2 | 6.50 | 1 1/2 | 3.80 | Round Bastard size 12 | .20 | Size 8 | .40 |
| 1 13-82 | 7.00 | 1 1/2 | 3.80 | Round Bastard size 14 | .20 | Size 10 | .50 |
| 1 7-16 | 7.50 | 1 1/2 | 3.90 | Round Bastard size 16 | .25 | Oant Saw. | |
| 1 15-82 | 8.00 | 1 1/2 | 4.20 | Round Bastard size 8 | .25 | Size 5 | .30 |
| 1 1/2 | 8.50 | 1 1/2 | 4.50 | Round Bastard size 10 | .35 | Size 6 | .35 |
| 1 17-82 | 9.00 | 1 1/2 | 1.50 | Round Bastard size 12 | .45 | Size 7 | .85 |
| 1 9-16 | 9.50 | 1 1/2 | 1.75 | Round Bastard size 14 | .60 | Size 8 | .40 |
| 1 19-82 | 10.00 | 1 1/2 | 2.00 | Round Bastard size 16 | .85 | Warding, 3 to 4 | .25 |
| 1 1/2 | 10.50 | 1 1/2 | 2.00 | Half Round Bastard. | | Warding, 4 1/2 to 5 | .35 |
| 1 21-82 | 11.00 | 1 1/2 | 2.00 | Size 4 | .25 | Warding, 6 | .85 |
| 1 11-16 | 11.50 | 1 1/2 | 2.00 | Size 5 | .30 | Upcoming round saw | .40 |
| 1 23-82 | 12.00 | 1 1/2 | 2.00 | Size 6 | .35 | Size 6 | .45 |
| 1 1/2 | 12.50 | 1 1/2 | 2.00 | Size 7 | .40 | Size 8 | .60 |
| 1 25-82 | 12.25 | 1 1/2 | 2.00 | Size 8 | .45 | Size 10 | .60 |
| 1 13-16 | 14.00 | 1 1/2 | 2.00 | Size 9 | .45 | Size 12 | .80 |
| 1 27-82 | 14.75 | 1 1/2 | 2.00 | Size 10 | .65 | Size 14 | 1.15 |
| 1 1/2 | 15.50 | 1 1/2 | 2.00 | Size 12 | .85 | Half Round Cabinet. | |
| 1 29-82 | 16.25 | 1 1/2 | 2.00 | Size 14 | 1.05 | Size 6 | .45 |
| 1 15-16 | 17.00 | 1 1/2 | 2.00 | Size 16 | 1.15 | Size 8 | .60 |
| 1 31-82 | 17.75 | 1 1/2 | 2.00 | Square Bastard. | | Size 10 | .75 |
| 2 | 18.50 | 1 1/2 | 2.00 | Size 4 | .20 | Size 12 | 1.05 |
| Sr. Shank No. 108. | Dos. | 1 1/2 | 2.00 | Size 5 | .25 | Size 14 | 1.40 |
| 3-82 | 1.70 | 1 1/2 | 2.00 | Size 6 | .30 | Half Round Wood Rasp. | |
| 1/2 | 1.80 | 1 1/2 | 2.00 | Size 7 | .35 | Size 6 | .45 |
| 5-82 | 1.90 | 1 1/2 | 2.00 | Size 8 | .40 | Size 8 | .60 |
| 8-16 | 2.25 | 1 1/2 | 2.00 | Size 9 | .45 | Size 10 | .75 |
| 7-82 | 2.75 | 1 1/2 | 2.00 | Size 10 | .60 | Size 12 | 1.05 |
| 1/2 | 3.25 | 1 1/2 | 2.00 | Size 12 | .85 | Size 14 | 1.40 |
| 9-82 | 3.80 | 1 1/2 | 2.00 | Size 14 | 1.05 | Size 16 | 1.80 |
| 9-16 | 1.40 | 1 1/2 | 2.00 | Knife Bastard. | | Size 8 | .60 |
| 19-82 | 1.50 | 1 1/2 | 2.00 | Size 4 | .30 | Size 9 | .70 |
| 1/2 | 1.60 | 1 1/2 | 2.00 | Size 5 | .35 | Size 10 | .75 |
| 21-82 | 1.70 | 1 1/2 | 2.00 | Size 6 | .40 | Plain Horse. | |
| 11-16 | 1.80 | 1 1/2 | 2.00 | Slit Taper. | | Size 12 | .55 |
| 23-82 | 1.90 | 1 1/2 | 2.00 | Size 8 1/2, 2 for 25c | .15 | Size 14 | .75 |
| Hand Drill. | | 52 | 2.20 | Size 4, 2 for 25c | .15 | Size 16 | 1.10 |
| 4 | \$2.40 | 53 | 2.40 | Size 4 1/2, 2 for 25c | .15 | Tang Horse. | |
| 4 1/2 | 2.00 | 54 | 3.00 | Size 5 | .15 | Size 12 | .70 |
| 5 1/2 | 4.00 | 154 | 3.00 | Size 5 1/2 | .15 | Size 14 | 1.00 |
| 5 1/2 B | 4.00 | 555 | 3.00 | Size 6, 2 for 85c | .20 | Size 16 | 1.85 |
| 49 | 1.50 | | 3.50 | Size 7 | .25 | | |

RETAIL SELLING PRICE—Continued.

FAUCETS—Cork Lined— 8-inch each.....\$.20
7-inch each.....\$.15 9-inch each.....\$.25
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Com-
mon: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am.
Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch
35c. Extra Cranks, 25c.
FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in.,
\$2.00; 3½-in., \$3.00.
PIPE FITTINGS—

| | | | | | | | | |
|----------------------|-----|-----|-----|-----|-----|------|------|------|
| Bushings, black | ¼ | ¾ | ¾ | ¾ | 1 | 1¼ | 1½ | 2 |
| Bushings, galv. | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .18 |
| Caps, black | .08 | .08 | .08 | .13 | .16 | .25 | .30 | .50 |
| Caps, galv. | .10 | .10 | .13 | .18 | .25 | .45 | .55 | .75 |
| Couplings, black | .07 | .08 | .10 | .13 | .16 | .22 | .26 | .36 |
| Couplings, galv. | .08 | .11 | .13 | .18 | .25 | .32 | .42 | .50 |
| Crosses, black | ... | .19 | .27 | .38 | .60 | .65 | .75 | 1.25 |
| Crosses, galv. | ... | .25 | .38 | .55 | .85 | 1.00 | 1.40 | 2.10 |
| Elbows, black | .08 | .10 | .13 | .15 | .20 | .30 | .36 | .60 |
| Elbows, galv. | .10 | .15 | .18 | .20 | .30 | .50 | .60 | 1.00 |
| 45 deg. Elbows, blk | .08 | .10 | .13 | .15 | .25 | .50 | .60 | .80 |
| galv. | .10 | .15 | .18 | .25 | .43 | .75 | .80 | 1.20 |
| St. Elbows, black | .07 | .10 | .15 | .25 | .28 | .38 | .45 | .75 |
| St. Elbows, galv. | .10 | .15 | .22 | .38 | .40 | .57 | .70 | 1.32 |
| Floor Flanges, black | ... | ... | .30 | .36 | .42 | .55 | .60 | .85 |
| Lock Nuts, black | .04 | .06 | .07 | .13 | .19 | .25 | .30 | .86 |
| Lock Nuts, galv. | .05 | .07 | .10 | .20 | .28 | .37 | .40 | .55 |
| Plugs, black | .04 | .04 | .04 | .06 | .07 | .08 | .11 | .18 |
| Reducers, black | .10 | .10 | .12 | .17 | .26 | .30 | .35 | .60 |
| Reducers, galv. | .18 | .13 | .17 | .25 | .38 | .45 | .60 | .90 |
| Return Bends, blk | ... | .25 | .28 | .38 | .65 | .80 | .95 | 1.85 |
| Close— | | | | | | | | |
| Return Bends, blk | ... | .27 | .32 | .40 | .70 | .90 | 1.10 | 1.55 |
| Medium— | | | | | | | | |
| Return Bends, blk | ... | .28 | .34 | .45 | .75 | 1.00 | 1.35 | 2.10 |
| Open— | | | | | | | | |
| Tees, black | .10 | .15 | .16 | .17 | .24 | .39 | .50 | .82 |
| Tees, galv. | .13 | .22 | .25 | .27 | .37 | .65 | .85 | 1.45 |
| Unions, black | .18 | .22 | .25 | .30 | .35 | .45 | .60 | .75 |
| Unions, galv. | .28 | .30 | .35 | .40 | .50 | .70 | .90 | 1.25 |

| | | | | | | | | |
|-----------------------------|-----|-----|-----|-----|-----|-----|-----|-----|
| NIPPLES —Right Hand. | | | | | | | | |
| Size | 2 | 2½ | 3 | 3½ | 4 | 5 | 6 | 7 |
| ¼, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 |
| ¼, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 |
| ½, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 |
| ½, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 |
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 |
| 1, black | .05 | .07 | .07 | .07 | .08 | .10 | .12 | .14 |
| 1, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 |
| 1½, black | .05 | .07 | .07 | .07 | .08 | .10 | .12 | .14 |
| 1½, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 |
| 2, black | .06 | .09 | .09 | .09 | .11 | .13 | .17 | .18 |
| 2, galv. | .08 | .14 | .14 | .14 | .14 | .18 | .21 | .25 |
| 1, black | .08 | .18 | .18 | .18 | .18 | .18 | .23 | .25 |
| 1, galv. | .11 | .19 | .19 | .19 | .19 | .24 | .28 | .34 |
| 1½, black | .11 | .17 | .17 | .17 | .17 | .20 | .24 | .29 |
| 1½, galv. | .17 | .29 | .29 | .29 | .29 | .32 | .38 | .45 |
| 2, black | .13 | .20 | .20 | .20 | .20 | .25 | .29 | .36 |
| 2, galv. | .21 | .35 | .35 | .35 | .35 | .39 | .46 | .54 |
| 2, black | .18 | .27 | .27 | .27 | .27 | .32 | .38 | .50 |
| 2, galv. | .27 | .47 | .47 | .47 | .47 | .52 | .61 | .75 |

| | | | | | | | | |
|---|-----------------------|------|--|--|--|--|--|--|
| FLASHLIGHTS —Ever-ready—Complete | | | | | | | | |
| No. 6961 each.....\$.75 | No. 2619 each..... | 1.70 | | | | | | |
| No. 6962 each.....1.00 | No. 2616 each..... | 1.50 | | | | | | |
| No. 1991 each.....1.25 | No. 2680 each..... | 1.25 | | | | | | |
| No. 2604 each.....1.20 | No. 2683 each..... | 2.40 | | | | | | |
| No. 2681 each.....1.50 | No. 2684 each..... | 2.00 | | | | | | |
| No. 2682 each.....1.75 | No. 2659 each..... | 3.00 | | | | | | |
| Kwik-lite Flashlights, Complete | with Battery— | | | | | | | |
| Fibre Tubulars | | | | | | | | |
| No. 5220 Baby 2-cell.....\$1.00 | 6241 Reg. 2-cell..... | 1.50 | | | | | | |
| 5221 Reg. 2-cell.....1.30 | 6248 Reg. 3-cell..... | 1.75 | | | | | | |
| 5223 Reg. 3-cell.....1.40 | 6249 Miners' 2-cell.. | 2.00 | | | | | | |
| 5229 Miners' 2-cell.. | 6851 Miners' 3-cell.. | 2.40 | | | | | | |
| 5331 Miners' 3-cell.. | Metal Vest Pocket | | | | | | | |
| Metal Tubulars | 3475 2-cell (Vest)... | 1.00 | | | | | | |
| 6240 Baby 2-cell.....1.25 | 3577 3-cell (Vest)... | 1.30 | | | | | | |
| Kwik-lite Seamless Cell Flashlight Batteries— | 3579 3-cell (Coat)... | 1.70 | | | | | | |
| No. 1208 2-cell Baby Tubular.....\$.30 | | | | | | | | |
| No. 1202 2-cell Reg. Tubular..... | | .30 | | | | | | |
| No. 1301 3-cell Reg. Tubular..... | | .40 | | | | | | |
| No. 1204 2-cell Penlite..... | | .25 | | | | | | |
| No. 1206 2-cell Vest Pocket..... | | .30 | | | | | | |
| No. 1207 2-cell Vest Pocket..... | | .30 | | | | | | |
| No. 1308 3-cell Vest Pocket..... | | .35 | | | | | | |
| No. 1309 3-cell Coat Pocket..... | | .35 | | | | | | |

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

FURNAOES—(See Pots)

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

| | | | | | | | | |
|-------------------------|-------------|-------|----|--|--|--|--|--|
| GATES —Molasses— | Stebbins | Perf. | | | | | | |
| 2 |\$.45 | ¾ | | | | | | |
| 3 | ..... | .50 | 1 | | | | | |
| 4 | ..... | .60 | 1¼ | | | | | |
| 5 | ..... | .65 | 1½ | | | | | |
| 6 | ..... | .75 | 2 | | | | | |

GARBAGE CANS—(See Cans)

GLUE—Dry—X. X. White, 85c lb.; White, 70c lb.; Dark, 60c lb. Lepages—1 oz., 10c each; ½ Gill, 20c; Gill, 35c; ½ Pt., 35c; Pt., 65c; Qt., \$1.05; ½ Gal., \$1.90; Gal., \$3.65.

GLASSES—

Ground Level—

| | |
|----|-------------|
| 1¼ |\$.50 |
| 2 |60 |
| 2½ |65 |
| 3 |70 |
| 3½ |75 |

Proved Level—

| | |
|----|-------------|
| 1¼ |\$.10 |
| 2 |10 |
| 2½ |15 |
| 3 |15 |
| 3½ |20 |

Gauge Glasses 40% off list.

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carb. and all 1st grade—No. 1, 4-in., \$4.25; No. 2, 5-in., \$5.75; No. 3, 6-in., \$8.00; No. 4, 7-in., \$11.

GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each; No. 2, \$8.50 each; Angle Steel Frame, \$8.00; Tubular Steel Frame, \$8.50. Harvest King (Power), \$12.50; Loose, 4c lb.

GAUGES—Butt—

| | |
|---------|-------------|
| No. 93 |\$1.15 |
| No. 94 |1.35 |
| No. 95 |1.25 |
| No. 95½ |1.00 |

| | |
|--------|-----------|
| No. 71 |55 |
| No. 77 |1.00 |
| No. 90 |50 |
| No. 91 |90 |
| No. 92 |1.50 |
| No. 97 |75 |
| No. 98 |1.00 |

Marking

| | |
|--------|----------|
| No. 61 |15 |
| No. 64 |35 |
| No. 65 |75 |

HAMMERS AND SLEDGES—

Adze Eye, 1st Grade

| | |
|-----|-------------|
| 10 |\$1.65 |
| 11 |1.35 |
| 11½ |1.25 |
| 12 |1.15 |
| 13 |1.10 |

| | |
|-------|----------|
| No. 4 |95 |
| No. 3 |90 |
| No. 2 |85 |
| No. 1 |80 |
| No. 0 |75 |

Ball Pein, First Grade.

| | |
|----------|-----------|
| 3 lb. |1.75 |
| 2½ lb. |1.55 |
| 1½ lb. |1.35 |
| 1½ lb. |1.25 |
| 1½ lb. |1.15 |
| 1 lb. |1.10 |
| 10 ounce |90 |
| 13 oz. |1.00 |
| 7 ounce |85 |
| 5 ounce |85 |
| 2 ounce |80 |

Stone Hammer

| | |
|----------------------|----------|
| No. 710 | |
| 3 to 4 lb., per lb. |35 |
| 4 to 12 lb., per lb. |25 |
| 5 to 20 lb., per lb. |30 |

Riveting, 1st Grade

| | |
|-------|-----------|
| No. 5 |1.00 |
|-------|-----------|

| | |
|----------------------|----------|
| Striking Hammers— | |
| Long Pat. 750 | |
| 3 to 4 lb., per lb. |30 |
| 5 to 20 lb., per lb. |25 |
| B. S. Sledge | |
| No. 830 |35 |
| No. 840 |25 |
| Stone Sledge |35 |
| Coal Sledge |25 |

HANDLES—Axe—

| | |
|-------------------|----------|
| Sing. Bit, Shaved |50c |
| Sing. Bit, Oval |35c |
| Dble. Bit, Shaved |50c |
| Dble. Bit, Oval |35c |
| Boys, Shaved |35c |
| Boys, Oval |25c |

Chisel—

| | |
|--------------|----------|
| Leather Tip |10 |
| Hammer—A. E. | |
| 1st Quality | |

Machine

| | |
|---------------------|-----------|
| Sizes 12-13-14 |15 |
| Hatchet— | |
| Sizes 13-14-15-16 |15 |
| Peavey— | |
| Hickory, 2½x4, each |75 |
| Hickory 4½ |80 |
| Hickory 2½x4½ |85 |
| Hickory 5 |90 |
| Hickory 2½x4½ |1.00 |
| Hickory 5 |1.05 |
| Hickory 3x5 |1.15 |

Sizes 12-13-14

| | |
|--------------|----------|
| Peavey— | |
| Maple, 2½x4 |50 |
| Maple, 4½ |60 |
| Maple, 2½x4½ |65 |
| Maple, 5 |70 |
| Maple, 2½x4½ |70 |
| Maple, 5 |75 |
| Maple, 3x5 |80 |

Plain Bent Hay—

| | |
|---------------|----------|
| 4½ foot |55 |
| 5 foot |60 |
| Plain Manure— | |
| 4 foot |50 |
| 4½ |55 |

Pick—Drift

| | |
|-------------|----------|
| No. 1, each |35 |
| No. 2, each |25 |

X Strap Header—

| | |
|---------|-----------|
| 4 foot |75 |
| 4½ foot |80 |
| 5 foot |90 |
| 5½ foot |1.00 |

Hand Saw Handles—

| | |
|---------------------|----------|
| Disston No. 7, each |35 |
| Disston No. 8 |50 |
| Disston No. 12 |65 |

X Strap Manure—

| | |
|---------|----------|
| 4 foot |80 |
| 4½ foot |85 |

Sledge

| | |
|-----------------------|-------------|
| Shaved, 30-inch, each |35 |
| Oval, 30-inch |25 |
| Saw—Cross Cut— | |
| No. 112 Disston |\$.65 |
| No. 113 Disston |70 |
| No. 114 Disston |1.35 |
| No. 120 Disston |1.50 |

Hoe

| | |
|------------------|----------|
| Ivanhoe, 4½ foot |50 |
| Mortar |35 |
| X German, 4½ ft. |70 |
| Planter, 4½ ft. |60 |

Reversible Guard

| | |
|---------------|-----------|
| Simonds |1.25 |
| No. 6 Simonds |1.00 |
| No. 24 Atkins |1.00 |
| One man, sup. |35 |

Rake—

| | |
|-----------------|----------|
| X, 6 foot |75 |
| Long Shovel XX |70 |
| Long Spade XX |65 |
| Long Matyard XX |70 |
| D Handles |75 |

HATCHETS—

| | |
|-----------------------|-------------|
| Lath, 1 Plumb |\$.85 |
| Lath, 2 Plumb |1.00 |
| Underhill Regular |2.25 |
| Underhill Boston Pat. |2.50 |
| Underhill, St. Paul |2.50 |
| 141 Sayre |2.00 |
| 140 Sayre |1.75 |
| Flooring, 1 Plumb |1.75 |
| White |1.75 |
| Broad 1 Plumb |1.50 |
| Broad 2 Plumb |1.75 |

Bench—(Single or

| | |
|-------------------|-----------|
| Double Bevel) | |
| 8 White |2.00 |
| 7 White |2.15 |
| 6 White |2.35 |
| 5 White |2.35 |
| 4 White |2.75 |
| Claw 1 Plumb |1.35 |
| Claw 2 Plumb |1.40 |
| Claw 3 Plumb |1.50 |
| Shingling 1 Plumb | |

RETAIL SELLING PRICE—Continued.

HATCHETS—Continued.

| | |
|-----------------------|------|
| Broad 3 Plumb..... | 2.00 |
| Broad 4 Plumb..... | 2.25 |
| Broad 5 Plumb..... | 2.50 |
| Shingling 3 Plumb.... | 1.80 |

| | |
|------------------------|------|
| Half, 1 Plumb..... | 1.25 |
| Half, 2 Plumb..... | 1.80 |
| Barrel or Fruit Boxes— | |
| Sayre 400..... | 1.65 |
| Sayre 401..... | 1.50 |

HINGES & BUTTS (Screws Included)—

| No. 900 Lt. Strap Hinges. | Pr. | Ds. Pr. |
|---------------------------|-----|---------|
| 3-inch | .20 | \$ 1.75 |
| 4-inch | .25 | 2.10 |
| 5-inch | .30 | 2.15 |
| 6-inch | .35 | 2.90 |

| No. 935 Cor. Strap Hgs. | Pr. | Ds. Pr. |
|-------------------------|------|---------|
| 4-inch | .25 | \$ 2.40 |
| 5-inch | .35 | 3.75 |
| 6-inch | .40 | 4.00 |
| 8-inch | .60 | 5.60 |
| 10-inch | .90 | 9.50 |
| 12-inch | 1.85 | 18.00 |

| No. 904 Lt. Tee Hinges. | Pr. | Ds. Pr. |
|-------------------------|-----|---------|
| 3-inch | .15 | \$ 1.75 |
| 4-inch | .20 | 1.90 |
| 5-inch | .20 | 2.10 |
| 6-inch | .25 | 2.40 |

| No. 937 Cor. Tee Hinges. | Pr. | Ds. Pr. |
|--------------------------|------|---------|
| 4-inch | .35 | \$ 3.00 |
| 5-inch | .40 | 3.40 |
| 6-inch | .60 | 5.00 |
| 8-inch | .75 | 8.00 |
| 10-inch | 1.20 | 12.75 |
| 12-inch | 1.75 | 17.00 |

| No. 838 Butts. | Pr. | Ds. Pr. |
|-----------------|-----|---------|
| 1/4-inch | .10 | \$.75 |
| 1-inch | .10 | .85 |
| 1 1/4-inch | .10 | .95 |
| 1 1/2-inch | .10 | 1.05 |
| 1 3/4-inch | .15 | 1.20 |
| 2-inch | .15 | 1.30 |
| 2 1/4-inch | .15 | 1.45 |
| 2 1/2-inch | .20 | 1.60 |
| 2 3/4-inch | .20 | 1.85 |
| 3-inch | .20 | 2.15 |
| 3 1/4-inch | .25 | 2.50 |

| No. 840. | Pr. | Ds. Pr. |
|-----------------|-----|---------|
| 1 1/4-inch | .15 | \$1.45 |
| 1 1/2-inch | .15 | 1.60 |
| 2-inch | .15 | 1.65 |
| 2 1/4-inch | .20 | 1.80 |
| 2 1/2-inch | .20 | 2.00 |
| 2 3/4-inch | .20 | 2.10 |
| 3-inch | .25 | 2.20 |

| No. 731 1/4. | Cont. | Ret. |
|------------------------|-------|--------|
| 2 1/2 x 2 1/2-in. .. | .40 | \$.45 |
| 3 x 3-in. | .40 | .45 |
| 3 1/2 x 3 1/2-in. | .50 | .55 |
| 4 x 4-in. | .50 | .55 |
| 4 1/2 x 4 1/2-in. | .75 | .85 |
| 5 x 5-in. | .95 | 1.05 |
| 5 1/2 x 5 1/2-in. | 1.25 | 1.35 |

| No. 738. | Cont. | Ret. |
|------------------------|-------|--------|
| 2 1/2 x 2 1/2-in. .. | .40 | \$.45 |
| 3 x 3-in. | .40 | .45 |
| 3 1/2 x 3 1/2-in. | .40 | .45 |
| 4 x 4-in. | .50 | .55 |
| 4 1/2 x 4 1/2-in. | .75 | .85 |
| 5 x 5-in. | 1.00 | 1.10 |
| 5 1/2 x 5 1/2-in. | 1.25 | 1.35 |
| 6 x 6-in. | 1.40 | 1.50 |

| No. 241 F&D2. | Cont. | Ret. |
|------------------------|-------|--------|
| 2 1/2 x 2 1/2-in. .. | .40 | \$.45 |
| 3 x 3-in. | .40 | .45 |
| 3 1/2 x 3 1/2-in. | .40 | .45 |
| 4 x 4-in. | .55 | .65 |
| 4 1/2 x 4 1/2-in. | .80 | .95 |
| 5 x 5-in. | 1.00 | 1.20 |
| 5 1/2 x 5 1/2-in. | 1.30 | 1.50 |
| 6 x 6-in. | 1.60 | 1.65 |

| No. 241 SF 2. | Cont. | Ret. |
|------------------------|-------|--------|
| 2 1/2 x 2 1/2-in. .. | .45 | \$.50 |
| 3 x 3-in. | .45 | .50 |
| 3 1/2 x 3 1/2-in. | .50 | .55 |
| 4 x 4-in. | .60 | .65 |
| 4 1/2 x 4 1/2-in. | .85 | .95 |
| 5 x 5-in. | 1.05 | 1.15 |
| 5 1/2 x 5 1/2-in. | 1.35 | 1.50 |

| No. 241 H&N. | Cont. | Ret. |
|------------------------|-------|--------|
| 2 1/2 x 2 1/2-in. .. | .50 | \$.55 |
| 3 x 3-in. | .50 | .55 |
| 3 1/2 x 3 1/2-in. | .50 | .55 |
| 4 x 4-in. | .65 | .75 |
| 4 1/2 x 4 1/2-in. | .90 | 1.00 |
| 5 x 5-in. | 1.10 | 1.30 |
| 5 1/2 x 5 1/2-in. | 1.35 | 1.50 |
| 6 x 6-in. | 1.60 | 1.75 |

| No. 160 F&D2. | Cont. | Ret. |
|----------------|-------|--------|
| 2 1/2-in. | .40 | \$.50 |
| 3-in. | .45 | .55 |
| 3 1/2-in. | .55 | .65 |
| 4-in. | .70 | .80 |
| 4 1/2-in. | .95 | 1.05 |

| No. 160 N. | Cont. | Ret. |
|----------------|-------|--------|
| 2 1/2-in. | .45 | \$.50 |
| 3-in. | .50 | .60 |
| 3 1/2-in. | .60 | .70 |
| 4-in. | .65 | .75 |
| 4 1/2-in. | 1.00 | 1.15 |

| No. 160 S F2. | Cont. | Ret. |
|----------------|-------|--------|
| 2 1/2-in. | .45 | \$.55 |
| 3-in. | .55 | .65 |
| 3 1/2-in. | .60 | .70 |
| 4-in. | .70 | .80 |
| 4 1/2-in. | .90 | 1.00 |

| No. 165 F&D2. | Cont. | Ret. |
|----------------|-------|--------|
| 1 1/4-in. | .35 | \$.40 |
| 2-in. | .40 | .45 |
| 2 1/2-in. | .45 | .50 |
| 3-in. | .55 | .65 |
| 3 1/2-in. | .65 | .75 |
| 4-in. | .80 | .95 |
| 4 1/2-in. | 1.20 | 1.35 |

| No. 165N&SF2. | Cont. | Ret. |
|----------------|-------|--------|
| 1 1/4-in. | .40 | \$.45 |
| 2-in. | .45 | .50 |
| 2 1/2-in. | .50 | .55 |
| 3-in. | .60 | .70 |
| 3 1/2-in. | .70 | .80 |
| 4-in. | .80 | .90 |
| 4 1/2-in. | 1.20 | 1.30 |

| No. 295 F&D2. | Pr. | Ds. Pr. |
|----------------|-----|---------|
| 1 1/4-in. | .25 | \$2.90 |
| 2-in. | .30 | 2.90 |
| 2 1/2-in. | .30 | 3.35 |
| 3-in. | .40 | 4.00 |

| No. 295 SF2. | Pr. | Ds. Pr. |
|----------------|-----|---------|
| 1 1/4-in. | .30 | \$3.20 |
| 2-in. | .35 | 3.70 |
| 2 1/2-in. | .35 | 4.00 |
| 3-in. | .40 | 4.60 |

| No. 295 N. | Pr. | Ds. Pr. |
|----------------|-----|---------|
| 1 1/4-in. | .35 | \$3.80 |
| 2-in. | .40 | 4.20 |
| 2 1/2-in. | .45 | 4.60 |
| 3-in. | .50 | 5.35 |

| No. 295 H. | Pr. | Ds. Pr. |
|----------------|-----|---------|
| 1 1/4-in. | .80 | \$3.35 |
| 2-in. | .85 | 3.65 |
| 2 1/2-in. | .40 | 4.00 |
| 3-in. | .45 | 4.65 |

| No. 289 F&D2. | Pr. | Ds. Pr. |
|--------------------|-----|---------|
| 2x2 | .30 | \$3.20 |
| 2 1/2 x 2 | .80 | 3.85 |
| 2 1/2 x 2 1/2 | .85 | 3.85 |
| 3x3 | .45 | 4.80 |

| No. 289 SFD. | Pr. | Ds. Pr. |
|--------------------|-----|---------|
| 2x2 | .30 | \$3.35 |
| 2 1/2 x 2 | .85 | 3.55 |
| 2 1/2 x 2 1/2 | .85 | 3.65 |
| 3x3 | .45 | 4.90 |

| No. 289 N. | Pr. | Ds. Pr. |
|--------------------|-----|---------|
| 2x2 | .40 | \$4.60 |
| 2 1/2 x 2 | .45 | 4.75 |
| 2 1/2 x 2 1/2 | .45 | 4.90 |
| 3x3 | .55 | 6.00 |

| No. 289 H. | Pr. | Ds. Pr. |
|--------------------|-----|---------|
| 2x2 | .80 | \$3.35 |
| 2 1/2 x 2 | .40 | 4.25 |
| 2 1/2 x 2 1/2 | .40 | 4.40 |
| 3x3 | .50 | 5.60 |

| | | |
|---------------|-----|------|
| 1430 F&D2 Hgs | .50 | 4.00 |
| 1430 N | .40 | 4.35 |
| 1431 F&D2 | .25 | 2.50 |
| 1431 SF2&N | .25 | 2.80 |
| 1478 F&D2 | .25 | 2.50 |
| 1478 SF2&N | .25 | 2.80 |
| 1480 F&D2 | .25 | 2.20 |
| 1480 SF2&N | .25 | 2.80 |

| | | | | | |
|------------------|-----|------|-----------------|-----|------|
| 1475 F&D2 | .20 | 2.30 | 1474 F&D2, 2 | .80 | 3.30 |
| 1475 SF2&N | .25 | 2.80 | 1474 SF2, 1 1/2 | .25 | 2.80 |
| 1474 F&D2, 1 1/2 | .25 | 2.40 | 1474 SF2, 2 | .85 | 3.60 |

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

HODS—Coal—

| Open Japanned— | Doz. | No. | Open Galvanized | Doz. | No. |
|----------------|------|-----|-----------------|------|------|
| 15 | .50 | 15 | .75 | 15 | .95 |
| 16 | .70 | 16 | 1.10 | 16 | 1.10 |
| 17 | .75 | 17 | 1.35 | 17 | 1.35 |
| 18 | .90 | 18 | 1.50 | 18 | 1.50 |
| 20 | | 20 | | 20 | |

HOOKS—Bright.

| No. | Doz. | No. | Doz. |
|-----|------|-----|------|
| 0 | .85 | 104 | .45 |
| 1 | .75 | 105 | .35 |
| 2 | .65 | 106 | .25 |
| 3 | .55 | 107 | .30 |
| 4 | .45 | 108 | .15 |
| 5 | .35 | 109 | .15 |
| 6 | .25 | 110 | .15 |
| 7 | .20 | 111 | .15 |
| 9 | .15 | 122 | .10 |
| 10 | .15 | 118 | .10 |
| 11 | .15 | 114 | .10 |
| 12 | .10 | | |
| 13 | .10 | | |
| 14 | .10 | | |

Gross—60% Discount from List.

| Brass No. 1412— | Doz. | No. | Doz. |
|-----------------|------|-------------------|------|
| 1/2 | .20 | 1 1/2, 2 for 5c. | .85 |
| 3/4 | .20 | 1 1/2 | .40 |
| 1 | .20 | 1 1/2 | .50 |
| 1 1/2 | .25 | 1 1/2, 2 for 15c. | .75 |
| 2 | .30 | 2, 2 for 15c. | .85 |

Brass Cup No. 181—

| No. | Doz. | No. | Doz. |
|-------|------|-------------------|------|
| 1/2 | .20 | 1, 2 for 5c. | .30 |
| 3/4 | .20 | 1 1/2 | .40 |
| 1 | .20 | 1 1/2 | .50 |
| 1 1/2 | .20 | 1 1/2, 2 for 15c. | .75 |
| 2 | .25 | 2, 2 for 15c. | .85 |

SCREW EYES—Bright

| No. | Doz. | No. | Doz. |
|-----|--------|-----|------|
| 000 | \$1.70 | 104 | .30 |
| 00 | 1.25 | 105 | .25 |
| 0 | .70 | 106 | .20 |
| 1 | .55 | 107 | .15 |
| 2 | .50 | 108 | .15 |
| 3 | .40 | 109 | .15 |
| 4 | .30 | 110 | .10 |
| 5 | .25 | 111 | .10 |
| 6 | .20 | 112 | .10 |
| 7 | .15 | 113 | .05 |
| 8 | .15 | 114 | .05 |
| 9 | .15 | | |
| 10 | .10 | | |
| 11 | .10 | | |
| 12 | .10 | | |
| 13 | .05 | | |
| 14 | .05 | | |

Gross lots or full packages, 60% discount from list.

| No. | Doz. | No. | Doz. | No. | Doz. |
|------|--------|------|--------|------|--------|
| 1001 | \$2.85 | 1104 | \$1.50 | 1204 | \$1.50 |
| 1002 | 2.40 | 1105 | 1.80 | 1205 | 1.80 |
| 1008 | 1.85 | 1106 | 1.05 | 1206 | 1.05 |
| 1004 | 1.50 | 1107 | .80 | 1207 | .80 |
| 1005 | 1.80 | 1108 | .75 | 1208 | .75 |
| 1006 | 1.05 | 1109 | .50 | 1209 | .50 |
| 1007 | .80 | 1110 | .45 | 1210 | .45 |
| 1008 | .75 | 1111 | .35 | 1211 | .35 |
| 1009 | .50 | 1112 | .30 | 1212 | .30 |
| 1010 | .45 | 1113 | .25 | 1213 | .25 |
| 1011 | .35 | 1114 | .20 | 1214 | .20 |
| 1012 | .30 | .... | .... | .... | .... |
| 1018 | .25 | .... | .... | .... | .... |

Gross lots or full packages, 50% discount from list.

HOOKS AND EYES—Gate.

| No. | Doz. | No. | Doz. |
|-----------|------|-----------------|------|
| 40, 1 1/2 | .25 | No. 1040, 1 1/2 | .15 |
| 40, 2 | .30 | Brass, 2 | .20 |
| 40, 2 1/2 | .40 | 2 1/2 | .20 |
| 40, 3 | .45 | 3 | .25 |
| 40, 3 1/2 | .50 | 3 1/2 | .30 |
| 40, 4 | .60 | 4 | .35 |
| 40, 4 1/2 | .65 | | |
| 40, 5 | .75 | | |
| 40, 6 | .90 | | |

Gross Lots 60% off List.

IRON—Bars Small Lots.

| (Cutting Extra) | No. | Doz. |
|--|-----|--------------|
| Common Bar | | .06 lb. Base |
| Angle Iron, 1/4-inch | | .10 |
| Angle Iron, 3/16-inch | | .08 |
| Angle Iron, 1/2-inch and heavier | | .07 % |
| Rd., sq. and sq. twisted— | | |
| 1/4-inch and smaller | | 7.50 |
| 5/16-inch | | 7.00 |
| 3/4 to 2 1/4-inch | | 6.50 |
| 3-inch and larger | | 7.50 |
| Flats, all sizes | | 6.50 |
| UNIVERSAL PLATES—Mild Steel Bars. | | |
| 1/4-inch and thicker and wider than 6-inch | | 9.25 cwt. |

RETAIL SELLING PRICE—Continued.

SHEETS—Galvanized, Full Sheets—10 to 16, 12½ lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ptd., 28 Ga., \$8.75; Galv., 26 Ga., \$10.50; Galv., 28 Ga., \$9.50; Rock Face Siding, \$10.50.

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.

ICE TOOLS—

| | |
|--------------------------|---------|
| No. 815 Plow, 8-in. | \$40.00 |
| No. 316 Plow, 10-in. | 47.50 |
| No. 317 Plow, 12-in. | 54.00 |
| No. 320 Plow, 8-in. | 42.50 |
| No. 321 Plow, 10-in. | 50.00 |
| No. 322 Plow, 12-in. | 57.00 |
| No. 456 Splitting Chisel | 4.75 |
| No. 495 | 5.35 |
| No. 520 Ice Hooks, 4-ft. | 1.85 |
| 4½-ft. | 1.40 |
| 5-ft. | 1.50 |
| 6-ft. | 1.65 |
| No. 1 Ice Tongs V & B. | 1.75 |
| No. 2 | 2.00 |
| No. 3 | 2.25 |
| No. 540, 18-inch | 2.00 |
| 14½-inch | 2.15 |
| 16½-inch | 2.25 |

Pond Ice Saws—Tiller Handle.

| | |
|---------|------|
| 4½-foot | 5.75 |
| 5-foot | 6.25 |
| 5½-foot | 6.75 |

JACKS—Bell Bottom, Net List.

| | |
|----------------------|---|
| Wagon—Lanes—OL, each | \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75. |
|----------------------|---|

KNIVES & FORKS—Iron Handled, \$1.25.

KNIVES—Hay—Lightnin—\$1.85; Iwan Sickie, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOSBS—Maple, Base, 5c each; 85c doz.

LACING—Belt—

| | |
|-------------------|--------------------|
| Leather | Bristol |
| Size ¼, per ft. | Size 111, per inch |
| Size 5-16 per ft. | Size 112, per inch |
| Size ¾, per ft. | Size 113, per inch |
| Size 1, per ft. | Size 114, per inch |
| Size 1½, per ft. | Wire |
| Size 2, per ft. | No. 1, box 50 ft. |
| | No. 2 |

LADDERS—Extension, per ft., 30c; Step, common, per ft., 20c; beat, per ft., 50c.

LANTERN GLOBES—

| | | | |
|-------------------|--------|------------------|--------|
| No. 0 | \$.20 | No. 2 C. B. Ruby | \$.50 |
| No. 0 Ruby | .45 | No. 2 Ruby Short | .50 |
| No. 2 C. B. | .20 | Dietz Jr. | .20 |
| No. 2 C. B. Short | .20 | 89 R. R. | .25 |

LANTERNS—No. 0 each, \$1.10; No. 1 C. B., \$1.25; No. 2 C. B., \$1.75; N. S., \$1.75.

LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LETTERS—Steel—

| | | | |
|------|-------------|------|----------|
| Each | Set | Each | Set |
| ¼ | .25 \$ 3.75 | ¼ | .15 2.75 |
| ½ | .40 6.00 | 8-16 | .15 3.25 |
| ¾ | .60 10.50 | | |

LEVELS—

| | | | |
|--------|--------|----------------|--------|
| No. 0 | \$1.25 | No. 103 | .75 |
| No. 5 | 2.25 | No. 86—12-inch | \$2.00 |
| No. 10 | 2.75 | No. 86—18-inch | 2.50 |
| No. 15 | 2.75 | No. 86—24-inch | 2.85 |
| No. 25 | 8.00 | No. 37—12-inch | 3.00 |
| No. 30 | 2.25 | No. 37—18-inch | 3.50 |
| No. 35 | 3.50 | No. 37—24-inch | 4.00 |
| No. 38 | 3.50 | No. 84 | 1.85 |
| No. 95 | 5.50 | No. 4524 | 4.00 |
| No. 96 | 7.00 | No. 424 | 5.50 |

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LINE—Clothes—

| | | | |
|------------------|--------|--------|--------|
| Length | 50 | 75 | 100 |
| No. 9 Wire, each | \$.50 | \$.60 | \$.75 |
| Twisted No. 20 | .30 | .35 | .40 |
| Cable No. 15 | .65 | .80 | |
| Cotton ¼-inch | .50 | | |

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

OAR LOCKS—2-in., per pair 40c; 2½-in., per pair 60c; 3½-in., per pair, 70c.

MATS—Reg. Cocoa—

| | | | |
|------------|--------|---------------|------|
| Door 14x24 | \$.90 | Door 22x36 | 2.00 |
| Door 16x27 | 1.25 | Medium, 16x27 | 1.50 |
| Door 18x30 | 1.40 | Medium, 18x30 | 2.25 |
| Door 20x38 | 1.85 | | |

MATTOCKS—Handles Extra—

| | | | |
|-------------------------|--------|-------------------------|------|
| Pick | \$1.50 | 6-lb. long or short ctr | 1.50 |
| 5-lb. long or short ctr | 1.40 | Grub Hoes, No. 2 | 1.25 |

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Cider—

| | | | |
|--------|---------|------------|---------|
| Junior | \$25.00 | Senior | \$40.00 |
| Medium | 30.00 | Force Feed | 18.00 |

MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each.

MOPS—Slasher

| | | | |
|--------------|--------|--------------|--------|
| 15 oz., each | \$.75 | 15 oz., each | \$.75 |
| 18 oz., each | .85 | 18 oz., each | .85 |
| 21 oz., each | 1.00 | 21 oz., each | 1.00 |

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per

| | |
|------------------------|-------------|
| 100 lbs. to Keg price. | 1 to 50 lb. |
| Fine Blue 2&3 | \$.08 |
| Fine Bright | .08 |
| Common 2&3d | .08 |
| Common 4&5d | .08 |
| Common 6&7d | .07 |
| Common 8 to 60d | .07 |
| Casing 2&3d | .08 |
| Casing 4&5d | .08 |
| Casing 6 to 20d | .08 |
| Finishing 2&3d | .10 |
| Finishing 4&5d | .08 |
| Finishing 6 to 20d | .08 |
| Smooth Box 4 to 6d | .08 |
| Smooth Box 8 to 20d | .08 |
| Barb Box 4 to 5d | .08 |
| Barb Box 6 | .08 |
| Barb Box 8 to 20d | .08 |
| Barb Roof ¾ to 1 | .10 |
| Barb Roof 1 to 1½ | .10 |
| Plaster Board | .10 |
| C. O. Box | .10 |

NETTING—Poultry—

| | | | |
|----------------------|----------------------|---------|---------|
| No. 19, 2-inch Mesh— | No. 20, 1-inch Mesh— | | |
| 12-inch | \$ 2.48 | 12-inch | \$ 4.95 |
| 18-inch | 3.56 | 18-inch | 7.12 |
| 24-inch | 4.54 | 24-inch | 9.08 |
| 30-inch | 5.42 | 30-inch | 10.88 |
| 36-inch | 6.19 | 36-inch | 12.38 |
| 48-inch | 8.25 | 48-inch | 16.50 |
| 60-inch | 10.32 | 60-inch | 20.68 |
| 72-inch | 12.38 | 72-inch | 24.75 |

Full Rolls, 20% off list.
Less than 100 feet, 25%
Union Lock—Light
24 in. \$3.50
86 in. 4.50

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NUTS—Hot Pressed—

| | | | |
|-----------|----------|-----------|--------|
| Blank | Threaded | | |
| ¼ inch | \$.25 | ¼ inch | \$.27 |
| 5-16 inch | .23 | 5-16 inch | .25 |
| ¾ inch | .20 | ¾ inch | .22 |
| 7-16 inch | .19 | 7-16 inch | .21 |
| 1 inch | .17 | 1 inch | .19 |
| 9-16 inch | .17 | 9-16 inch | .18 |
| ¾ inch | .16 | ¾ inch | .18 |
| ¾ inch | .16 | ¾ inch | .18 |
| 1 inch | .15 | 1 inch | .17 |
| 1 inch | .15 | | |

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OIL—Boiled Linseed, \$1.60 -al.

OILERS—Chase's Zinc—

| | | | |
|----|--------|-------------------|--------|
| 00 | \$.10 | Copperized Steel— | |
| 0 | .10 | 13 | \$.30 |
| 1 | .15 | 14 | .35 |
| 1½ | .15 | 14B | .40 |
| 2 | .20 | 15A | .45 |
| 3 | .25 | 16 | .50 |
| 4 | .30 | | |
| 5 | .35 | | |

Cannon Pump—

| | | | |
|--------|--------|-------|--------|
| Brass | Tin | | |
| No. 11 | \$1.65 | No. 1 | \$1.00 |
| No. 12 | 1.75 | No. 2 | 1.15 |
| No. 13 | 2.00 | No. 3 | 1.35 |
| Felloe | | No. 5 | 2.00 |
| No. 8 | \$1.75 | No. 6 | 2.15 |
| No. 4 | 1.85 | | |

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PANS—Acme Frying—

| | | | |
|--------------|--------|-------------|--------|
| No. 00, each | \$.15 | No. 4, each | \$.40 |
| No. 0, each | .25 | No. 5, each | .45 |
| No. 1, each | .30 | No. 6, each | .50 |
| No. 2, each | .35 | No. 7, each | .60 |
| No. 3, each | .35 | | |

RETAIL SELLING PRICE—Continued.

PAPER—Building—

P & B

| | |
|-----------------|--------|
| No. 1—500..... | \$2.00 |
| No. 1—1000..... | 3.90 |
| No. 2—500..... | 2.95 |
| No. 2—1000..... | 5.75 |
| No. 3—500..... | 4.00 |
| No. 3—1000..... | 7.70 |

Red Resin—

| | |
|------------|--------|
| 17 lb..... | \$1.15 |
| 20 lb..... | 1.40 |

Sandpaper—

| | |
|----------------------------|--------|
| No. 00-0-1/4-1, quire.. | \$.60 |
| No. 1 1/4, quire..... | .65 |
| Less Quantities, 8 for 10c | |

Imitation P & B

| | |
|-----------------|--------|
| No. 1—500..... | \$1.80 |
| No. 1—1000..... | 3.40 |
| No. 2—500..... | 2.55 |
| No. 2—1000..... | 4.95 |
| No. 3—500..... | 2.60 |
| No. 3—1000..... | 6.75 |

| | |
|------------|--------|
| 25 lb..... | \$1.65 |
| 80 lb..... | 1.90 |

| | |
|-------------------------|--------|
| No. 2-2 1/4, quire..... | \$.75 |
| No. 3, quire..... | .85 |

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12, Blue and White striped, \$1.50.

PEAVIES—

—Socket—

—Bangor—

| | Maple | Hickory | Maple | Hickory |
|--------------------|--------|---------|--------|---------|
| 2 1/4 x4 | \$2.50 | \$2.75 | \$2.80 | \$3.00 |
| 4 1/4 | 2.75 | 2.85 | 2.85 | 3.10 |
| 2 1/4 x4 1/2 | 2.75 | 2.85 | 3.00 | 3.25 |
| 5 | 2.75 | 3.00 | 3.10 | 3.35 |
| 2 1/4 x4 1/2 | 3.00 | 3.25 | 3.25 | 3.50 |
| 5 | 3.00 | 3.25 | 3.35 | 3.60 |
| 8x5 | 3.15 | 3.50 | 3.75 | 3.85 |

PICKS—Drifting—Each, 3-lb., \$1.00; 4-lb., \$1.15; 4 1/2-lb., \$1.25; 5-lb., \$1.40. Railroad—5-lb., \$1.25; 6-lb., \$1.35; 7-lb., \$1.50; 8-lb., \$1.75. Contractors—6 1/2-lb., \$1.65; 8-lb., \$1.65.

PINS—Escutcheon—Small lots, 15c os.; large lots, 40% over List.

PIPE—Stove.

| | Com. | Pol. | Galv. | Tee Com. |
|----------------------------------|--------|--------|--------|----------|
| 3 | \$.30 | \$.45 | \$.55 | |
| 4 | .30 | .45 | .60 | |
| 5 | .30 | .55 | .65 | \$.70 |
| 6 | .30 | .55 | .70 | .80 |
| 7 | .35 | .70 | .85 | .95 |
| 7-6 or 6-7 Com., 40c; Pol., 70c. | | | | |
| 6-5 or 5-6 Com., 40c; Pol., 70c. | | | | |

PIPE—

| | Standard Black Full Length | Cut Length | Galvanized Full Length | Cut Length |
|-------------|----------------------------|------------|------------------------|------------|
| 1/2 | \$ 6.75 | \$ 6.75 | \$ 8.00 | \$ 9.00 |
| 3/4 | 6.50 | 7.50 | 9.00 | 10.00 |
| 1 | 6.50 | 7.50 | 9.00 | 10.00 |
| 1 1/4 | 8.00 | 9.00 | 10.00 | 11.00 |
| 1 1/2 | 9.75 | 10.75 | 12.50 | 13.50 |
| 2 | 14.00 | 15.00 | 17.75 | 19.00 |
| 2 1/4 | 19.00 | 21.00 | 24.50 | 26.00 |
| 2 1/2 | 22.50 | 24.00 | 28.30 | 30.00 |
| 3 | 30.00 | 32.00 | 38.50 | 40.00 |
| 4 | 50.00 | 53.00 | 61.00 | 63.00 |
| 6 | 67.00 | 70.00 | 80.00 | 83.00 |
| 8 | 89.00 | 92.00 | 119.00 | 122.00 |
| 10 | 105.00 | 108.00 | 140.00 | 146.00 |

Out Length, 10% extra.
Pipe Conductor—Corrugated

| | | | |
|---------------------|------------|---------------------|--------|
| 2 inch, per ft..... | \$.18 1/2 | 4 inch, per ft..... | \$.19 |
| 8 inch, per ft..... | .15 | 5 inch, per ft..... | .24 |

PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; 1/2 Bbl., \$4.50; Bbls., \$8.00.

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

PLANES—

| | | | | | | | |
|-----|--------|-----|--------|-----------|---------|------|---------|
| 1 | \$2.10 | 28 | \$2.00 | 72 | 8.00 | 180 | 1.15 |
| 2 | 2.65 | 24 | 2.00 | 72½ | 4.65 | 181 | 2.00 |
| 3 | 2.75 | 25 | 1.90 | 74 | 7.00 | 140 | 2.00 |
| 4 | 3.00 | 26 | 2.25 | 75 | .60 | 146 | 8.00 |
| 4½ | 3.50 | 27 | 2.50 | 78 | 2.25 | 147 | 8.00 |
| 5 | 3.50 | 27½ | 2.50 | | | 148 | 8.00 |
| 5½ | 4.00 | 28 | 2.65 | SORAPERS— | | | |
| 6 | 4.50 | 29 | 2.75 | 80 | 1.25 | 181 | 1.75 |
| 7 | 5.00 | 30 | 3.00 | 81 | 2.00 | 182 | 1.75 |
| 8 | 6.00 | 31 | 3.25 | 82 | 1.50 | 190 | 1.85 |
| 9½ | 1.50 | 32 | 3.85 | 83 | 1.50 | 191 | 1.85 |
| 9½ | 1.75 | 33 | 3.85 | | | 192 | 1.85 |
| 10 | 4.85 | 34 | 3.50 | PLANES— | | | |
| 10½ | 8.50 | 35 | 2.50 | 85 | 3.50 | 220 | 2.75 |
| 11 | 8.00 | 36 | 2.75 | 87 | 2.75 | 340 | 2.25 |
| 11½ | 4.25 | 37 | 2.85 | 90 | 2.75 | 444 | 7.50 |
| 12 | 3.85 | 39 | 2.25 | 92 | 2.75 | 602 | 8.00 |
| 12½ | 4.50 | 40 | 1.65 | 93 | 3.85 | 608 | 8.25 |
| 13 | 4.25 | 40½ | 2.00 | 94 | 3.85 | 604 | 8.50 |
| 15 | 1.50 | 45 | 9.50 | 97 | 8.00 | 604½ | 4.00 |
| 15½ | 1.90 | 46 | 7.50 | 98 | 1.40 | 608 | 4.00 |
| 16 | 1.65 | 47 | 5.50 | 99 | 1.40 | 605½ | 4.25 |
| 17 | 1.85 | 48 | 3.75 | 100 | .40 | 606 | 5.00 |
| 18 | 1.75 | 49 | 3.75 | 101 | .35 | 607 | 5.75 |
| 19 | 1.85 | 50 | 6.00 | 102 | .60 | 608 | 6.75 |
| 20 | 5.65 | 55 | 17.50 | | Stanley | | Stanley |
| 20½ | 5.00 | 57 | 5.50 | | Single | | Double |
| 21 | 2.00 | 60 | 1.65 | 1½ | \$.35 | | \$.55 |
| 22 | 2.00 | 60½ | 1.50 | 1½ | .40 | | .60 |
| 61 | 1.50 | 108 | .75 | 1½ | .40 | | .60 |
| 62 | 3.35 | 104 | 2.85 | 2 | .45 | | .70 |

PLANES—Continued.

| | | | | | | |
|----------------------------------|------|-----|------|-------|-----|------|
| 65 | 1.90 | 105 | 3.25 | 2 1/4 | .50 | .75 |
| 65 1/2 | 1.65 | 110 | .85 | 2 1/4 | .50 | .80 |
| 71 | 2.85 | 113 | 4.25 | 2 1/4 | .55 | .85 |
| 71 1/2 | 2.25 | 120 | 1.10 | 2 1/4 | .55 | .85 |
| Stanley 100 & 101 | | | | | | .20 |
| Stanley 102 & 103 | | | | | | .20 |
| Stanley 110 & 130 | | | | | | .30 |
| Stanley 122 & 220 | | | | | | .30 |
| Stanley 140 | | | | | | .35 |
| Stanley 10 & 10 1/4 Single | | | | | | .75 |
| Stanley 10 & 10 1/4 Double | | | | | | 1.25 |
| Stanley 12 & 112 | | | | | | .35 |
| Stanley 12 & 112 Tothing | | | | | | .55 |
| Stanley 9 1/4 & 9 1/2 | | | | | | .30 |
| Stanley 15, 16, 17, 18, 19 | | | | | | .30 |
| Stanley 60 & 65 | | | | | | .30 |

PLIERS—

| | |
|-------------------------|------|
| No. 102 Bernard's | 2.00 |
| 6 1/2 | 1.85 |
| 4 1/2 | 1.65 |
| 5 1/2 | 2.25 |
| 7 1/2 | 2.25 |

PLUGS—Spark—\$1.00 each.

POLISH—

| | |
|-----------------|--------|
| Brilliantshine— | |
| 1/2 Pt. | \$.15 |
| Pts. | .25 |
| Qts. | .50 |
| 1/2 Gal. | .85 |
| Gal. | 1.25 |
| Rex— | |
| 1/2 Pt. | \$.15 |
| Pts. | .25 |

POTS—

| | |
|--|---------|
| Gasoline Fire— | |
| 21 | \$ 8.60 |
| 71 | 12.20 |
| 72 | 9.85 |
| 5 | 9.30 |
| Watering Galvanized | |
| 4 Quart | \$.85 |
| 6 Quart | 1.00 |
| Watering Ptd.—1 qt., 80c; 2 qt., 85c; 3 qt. 50c. | |

PULLERS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrill, \$2.00; Little Giant, \$1.60.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUTTY—Per lb., 10c.

RIVETS—

| | |
|---|--------|
| Iron Carriage—Round or Flat Head, per lb., 25c | |
| Tinners'— | |
| 8 to 12 os., per O.... | \$.05 |
| 1 1/2 to 2 lb., per O.... | .10 |
| 2 1/2 to 4 lb., per O.... | .16 |
| Copper Brake Band— | |
| No. 6 to 8 | \$1.00 |
| Copper Rivets and Burrs— | |
| No. 8 1/2 lb. pa..... | \$.45 |
| No. 10 1/2 lb. pa..... | .45 |
| No. 12 1/2 lb. pa..... | .50 |
| Copper Rivets Only— | |
| No. 8 1 lb. | .80 |
| Copper Burrs Only— | |
| No. 8 and 9 | \$1.10 |
| Copper and Burrs— | |
| No. 8 to 10 1/2 lb. pa. .45 | |
| Rivets and Burrs California Tire—1/4 and 5-16, per lb., 80c | |

ROOFING—Standard—1/4 ply square, \$1.75; 1 ply square, \$2.00; 2 ply square, \$2.50; 3 ply square, \$3.00.

ROPE—Manila—3-16 & 1/4 lots under 200 ft.; 5-16 to 1/2 lots under 100 ft.; 3/4 to 1-in. lots under 50 ft. All to be sold by measure.

| Size | Av. ft. in lugs | Sell per ft. | Sell per lb. |
|--------------|-----------------|--------------|--------------------------|
| 8-16 | .80 | 1/4 c | Over 200 ft. \$.50 |
| 1/4 | .55 | 1 1/4 c | Over 200 ft. .... .50 |
| 5-16 | .38 | 1 1/4 c | Over 100 ft. .... .50 |
| 8-8 | .27 | 2 1/4 c | Over 100 ft. .... .45 |
| 7-16 | .19 | 2 1/4 c | Over 100 ft. .... .45 |
| 1/2 | .13 | 3 1/4 c | Over 100 ft. .... .45 |
| 9-16 | .10 | 4 1/4 c | Over 100 ft. .... .45 |
| 1/2 | .8 | 6 c | Over 100 ft. .... .45 |
| 1/4 | .6 1/2 | 7 1/4 c | Over 100 ft. .... .45 |
| 1/2 | .4 | 10 c | Over 100 ft. .... .45 |
| 1 | .4 | 18 c | Over 100 ft. .... .45 |
| Larger | | | |

Wire—20% above list.

RULES—

| No. | Price | No. | Price |
|--------|------------|--------|------------|
| 8 | 878- .75 | 82 | 886 .50 |
| 5 | 808- .70 | 82 1/2 | 888 .65 |
| 7 | 762B .75 | 83 |15 |
| 17 |60 | 86 | 171 .85 |
| 80 |85 | 86 1/2 | 872 .45 |
| 80 1/2 | 1.00 | 88 | 1.25 |
| 31 | 1.00 | 89 | 2.75 |

RETAIL SELLING PRICES—Continued

RULES—Continued.

| | | | | | | |
|--------|-------|-------|--------------------|-------|-------|--------|
| 40 | ..... | 3.25 | 03 | 8518 | ..... | .40 |
| 41 | ..... | .25 | 04 | 8514 | ..... | .50 |
| 42 | ..... | .40 | 05 | 8515 | ..... | .65 |
| 50 | ..... | .35 | 06 | 8516 | ..... | .75 |
| 51 | 851 | ..... | 08 | 8518 | ..... | 1.20 |
| 52 | 871 | ..... | 103 | 8613 | ..... | .50 |
| 53 | 861 | ..... | 104 | 8614 | ..... | .65 |
| 53 1/2 | 861A | ..... | 105 | 8615 | ..... | .80 |
| 54 | 881 | ..... | 106 | 8616 | ..... | .90 |
| 57 | 488 | ..... | 108 | 8618 | ..... | 1.20 |
| 58 | ..... | .45 | 204 | ..... | ..... | .75 |
| 61 | 751 | ..... | 206 | ..... | ..... | 1.00 |
| 61 1/2 | 750 | ..... | 308 | ..... | ..... | .60 |
| 62 | 781 | ..... | 304 | ..... | ..... | .80 |
| 62C | 781O | ..... | 408 | ..... | ..... | .40 |
| 62 1/2 | 780 | ..... | 404 | ..... | ..... | .50 |
| 63 | 761 | ..... | 405 | ..... | ..... | .60 |
| 63 1/2 | 760 | ..... | 406 | ..... | ..... | .70 |
| 64 | 476 | ..... | 408 | ..... | ..... | .80 |
| 64 1/2 | 8851 | ..... | 503 | ..... | ..... | .50 |
| 66 1/2 | 8881 | ..... | 504 | ..... | ..... | .50 |
| 68 | 651 | ..... | 505 | ..... | ..... | .75 |
| 69 | 465 | ..... | 506 | ..... | ..... | .85 |
| 72 | 762 | ..... | 508 | ..... | ..... | .90 |
| 75 | 862 | ..... | 803 | ..... | ..... | .50 |
| 78 1/2 | 982 | ..... | 804 | ..... | ..... | .60 |
| 81 | ..... | .60 | 805 | ..... | ..... | .70 |
| 83 | ..... | .85 | 806 | ..... | ..... | .70 |
| 83C | 882O | ..... | 808 | ..... | ..... | .85 |
| 84 | 771 | ..... | 853 | ..... | ..... | .40 |
| 85 | ..... | 4.00 | 854 | ..... | ..... | .50 |
| 86 | ..... | 5.00 | 855 | ..... | ..... | .65 |
| 87 | ..... | 6.00 | 856 | ..... | ..... | .75 |
| 89 | ..... | 6.50 | 858 | ..... | ..... | .90 |
| 92 | ..... | 1.50 | Aluminoid Zig Zag— | | | |
| 92 1/2 | ..... | 1.25 | 4-inch | ..... | ..... | \$1.25 |
| 94 | 4883 | ..... | 5-inch | ..... | ..... | 1.50 |
| 480 | ..... | 1.00 | 6-inch | ..... | ..... | 1.75 |

REGISTERS—

| | | | | | |
|-----------|-------|--------|-------------|-------|--------|
| Jap 6x8 | ..... | \$1.55 | White 6x8 | ..... | \$1.85 |
| Jap 8x10 | ..... | 1.65 | White 8x10 | ..... | 2.00 |
| Jap 10x12 | ..... | 2.40 | White 10x12 | ..... | 2.90 |
| Jap 10x14 | ..... | 3.15 | White 10x14 | ..... | 3.80 |
| Jap 12x14 | ..... | 4.85 | White 12x14 | ..... | 5.25 |

REGISTER FACES—

| | | | | | |
|-----------|-------|--------|-------------|-------|--------|
| Jap 6x8 | ..... | \$1.00 | White 6x8 | ..... | \$1.30 |
| Jap 8x10 | ..... | 1.10 | White 8x10 | ..... | 1.45 |
| Jap 10x12 | ..... | 1.70 | White 10x12 | ..... | 2.20 |
| Jap 10x14 | ..... | 2.20 | White 10x14 | ..... | 2.85 |
| Jap 12x14 | ..... | 2.80 | White 12x14 | ..... | 3.65 |

DISSTON SAWS—

| No. | 18-in. | 20-in. | 22-in. | 24-in. | 26-in. | 28-in. Rip |
|------------|--------|--------|--------|--------|--------|------------|
| 7 | | \$1.90 | \$2.00 | \$2.15 | \$2.25 | \$2.35 |
| D-8 & 1874 | | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 |
| 16 | | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 |
| 12 | | 2.70 | 2.85 | 3.05 | 3.25 | 3.45 |
| 112 | | 2.80 | 2.95 | 3.20 | 3.35 | 3.60 |
| D-21 & 22 | | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 |
| D-20 & 28 | | | | 2.85 | 3.05 | 3.25 |
| D-100 | | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 |
| 120 | | 3.15 | 3.25 | 3.40 | 3.60 | 3.75 |
| D-115 & 15 | | 3.80 | 3.90 | 4.05 | 4.20 | 4.40 |

SAWS—One Man—

| Simonds | | | Royal | | |
|-----------|-------|------|--------------|-------|--------|
| Disston | | | Chinook C.O. | | |
| 3 1/2 ft. | ..... | 3.35 | 3 ft. | ..... | \$9.60 |
| 4 ft. | ..... | 3.85 | 6 1/2 | ..... | 10.80 |
| 4 1/2 ft. | ..... | 4.30 | 7 | ..... | 12.00 |
| 5 ft. | ..... | 4.80 | 7 1/2 | ..... | 13.25 |

Simonds Felling same price as

| Atkins No. 400 and 401— | | | Royal Chinook C. O. | | |
|-------------------------|-------|--------|---------------------|-------|------|
| 28 in. | ..... | \$6.85 | 22 in. | ..... | 4.85 |
| 26 in. | ..... | 5.50 | 20 in. | ..... | 4.40 |
| 24 in. | ..... | 5.20 | 18 in. | ..... | 4.15 |

Atkins No. 68 and 69—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.60 | 22 in. | ..... | 2.70 |
| 26 in. | ..... | 3.15 | 20 in. | ..... | 2.50 |
| 24 in. | ..... | 2.90 | 18 in. | ..... | 2.20 |

Atkins No. 58-51 and 65—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.30 | 22 in. | ..... | 2.60 |
| 26 in. | ..... | 2.90 | 20 in. | ..... | 2.40 |
| 24 in. | ..... | 2.75 | 18 in. | ..... | 2.10 |

Atkins No. 64—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$4.00 | 22 in. | ..... | 3.00 |
| 26 in. | ..... | 3.50 | 20 in. | ..... | 2.70 |
| 24 in. | ..... | 3.30 | 18 in. | ..... | 2.40 |

Atkins No. 66 and 67—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.60 | 22 in. | ..... | 2.65 |
| 26 in. | ..... | 3.15 | 20 in. | ..... | 2.50 |
| 24 in. | ..... | 2.90 | 18 in. | ..... | 2.20 |

Atkins No. 70—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$2.85 | 22 in. | ..... | 2.10 |
| 26 in. | ..... | 2.40 | 20 in. | ..... | 1.95 |
| 24 in. | ..... | 2.20 | 18 in. | ..... | 1.75 |

SAWS—Continued.

| Hand— | | | No. 10 Simonds or No. 7 Disston. | | |
|---|-------|--------|-----------------------------------|-------|--------|
| No. 5 Simonds, No. 13 Disston or No. 69 Atkins. | ..... | ..... | 16-inch | ..... | \$1.80 |
| 20-inch | ..... | \$2.65 | 18-inch | ..... | 1.90 |
| 22-inch | ..... | 3.00 | 20-inch | ..... | 2.25 |
| 24-inch | ..... | 3.50 | 22-inch | ..... | 2.50 |
| 26-inch | ..... | 3.85 | 24-inch | ..... | 2.65 |
| 28-inch | ..... | 4.25 | 26-inch | ..... | 2.75 |
| 30-inch | ..... | 4.75 | 28-inch | ..... | 3.25 |
| No. 8 Simonds, No. D8 Disston or No. 51 Atkins. | ..... | ..... | No. 4 Simonds or No. 120 Disston. | | |
| 20-inch | ..... | \$2.50 | 26-inch | ..... | \$4.00 |
| 22-inch | ..... | 2.75 | 28-inch | ..... | 4.25 |
| 24-inch | ..... | 2.85 | No. 112 Disston. | | |
| 26-inch | ..... | 3.00 | 26-inch | ..... | \$3.25 |
| 28-inch | ..... | 3.50 | 28-inch | ..... | 3.50 |
| 30-inch | ..... | 3.75 | Butcher No. 10, 16 in. | | |
| No. D100 or No. D20 Disston. | | | 18 in. | ..... | 1.25 |
| 26-inch | ..... | \$3.25 | 20 in. | ..... | 1.50 |
| 28-inch | ..... | 3.50 | 22 in. | ..... | 1.65 |
| Back 12 in. | ..... | 2.25 | Kitchen No. 2, 12 in. | | |
| Back 14 in. | ..... | 2.50 | 14 in. | ..... | .50 |
| Back 16 in. | ..... | 2.75 | 16 in. | ..... | .55 |
| Back 18 in. | ..... | 3.00 | Mitre 24 in. | | |
| Back 20 in. | ..... | 3.25 | 26 in. | ..... | 3.75 |
| Back 22 in. | ..... | 3.50 | 28 in. | ..... | 4.25 |
| Compass No. 2, 10 in. | | | 30 in. | ..... | 5.00 |
| 12 in. | ..... | .65 | Nest Complete No. 3. | | |
| 14 in. | ..... | .70 | ..... |  |  |
| 16 in. | ..... | .75 | ..... |  |  |

| | | | | | |
|---|-------|------|------------|-------|------|
| Buck— | | | Colonial | | |
| Com Sgl Brace V tooth | ..... | 1.00 | 7 Taintor | ..... | 1.10 |
| Com Dbl Brace V tooth | ..... | 1.50 | 28 Triumph | ..... | 1.25 |
| Com Dbl Brace Tuttle tooth | ..... | 1.75 | Hammer | ..... | .85 |
| SAW CLAMPS—Stearns. | | | Lever | ..... | .25 |
| 3, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; Went, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N33, \$2.00; No. 11 with guide, \$3.25. | | | | | |

SAW SETS—

| | | | | | |
|---------------|-------|--------|---------------------|-------|--------|
| 201 G. & P. | ..... | \$1.00 | Morrill No. 8 | ..... | \$1.85 |
| Spec. Morrill | ..... | 1.10 | Baker No. 3 | ..... | 2.25 |
| 105 Morrill | ..... | .60 | SAW TOOLS— | | |
| 1 Morrill | ..... | 1.00 | Clipper Outfit | ..... | \$ .75 |
| 10 | ..... | 1.00 | Morrill Raker Gauge | ..... | ..... |
| 77 | ..... | .60 | No. 1 | ..... | 1.00 |

X Out—

| | | | | | |
|---------------|-------|--------|------------------|-------|------|
| Morrill No. 8 | ..... | \$1.85 | Morrin No. 2 | ..... | 2.25 |
| Baker No. 3 | ..... | 2.25 | Morrin No. 2 1/2 | ..... | 2.75 |

SAW TOOLS—

| | | | | | |
|-----------------------|-------|--------|----------------------|-------|-------|
| Clipper Outfit | ..... | \$ .75 | Morrin No. 8 | ..... | 1.00 |
| Morrin Raker Gauge | ..... | ..... | Setting Tool Disston | ..... | .65 |
| No. 1 | ..... | 1.00 | No. 100 | ..... | .65 |
| No. 6 | ..... | 1.85 | No. 4 Setting Blocks | ..... | ..... |
| No. 9 | ..... | 1.50 | No. 4 Blocks, Morin | ..... | 1.00 |
| Atkins Raker Swage | ..... | .40 | Swages No. 0 Disston | ..... | 4.50 |
| 5-M Tooth Gauge | ..... | .15 | Swages, Whittings | ..... | 1.00 |
| Jointers Pikes Perf. | ..... | .60 | Atkins Rex | ..... | 1.00 |
| Jointers No. 7 Sterns | ..... | .65 | Atkins Excelsior | ..... | .75 |

SCOOPS—Common Hollow Back—

| No. | Price | No. | Price | No. | Price |
|-----|--------|-----|--------|-----|--------|
| 2 | \$1.75 | 5 | \$2.00 | 8 | \$2.30 |
| 3 | 1.85 | 6 | 2.15 | 9 | 2.35 |
| 4 | 1.90 | 7 | 2.25 | 12 | 2.50 |

SCREEN (See Cloth)

| SCREWS—Iron Bench— | | | | | |
|--------------------|-------|--------|-------|-------|------|
| 3/4 | ..... | \$1.00 | 1 1/4 | ..... | 1.40 |
| 7/8 | ..... | 1.10 | 1 1/2 | ..... | 1.50 |
| 1 | ..... | 1.20 | 1 3/4 | ..... | 2.25 |

Wood Hand—

| | | | | | |
|---------|-------|--------|---------|-------|------|
| 6 inch | ..... | \$ .45 | 14 inch | ..... | 1.10 |
| 8 inch | ..... | .65 | 16 inch | ..... | 1.85 |
| 10 inch | ..... | .85 | 18 inch | ..... | 1.60 |
| 12 inch | ..... | .95 | 20 inch | ..... | 1.70 |

Jorgensen—

| | | | | | |
|-------|-------|--------|-------|-------|------|
| No. 0 | ..... | \$1.15 | No. 3 | ..... | 1.65 |
| No. 1 | ..... | 1.25 | No. 4 | ..... | 2.00 |
| No. 2 | ..... | 1.50 | No. 5 | ..... | 2.50 |

SCREWS—Wood—

| Contr. Broken | | | Flat Hd. Brt.—Small Quant. | | |
|---------------|-------|------|----------------------------|-------|-------|
| Full Pkg. | ..... | Pkg. | 5c Dozen to \$1.00 List | ..... | ..... |
| FH Brt | ..... | 60% | 10c Dozen to 2.00 List | ..... | ..... |
| FH Bl. | ..... | 60% | 15c Dozen to 3.00 List | ..... | ..... |
| RH Bl. | ..... | 60% | 20c Dozen to 4.00 List | ..... | ..... |
| RH Nic. | ..... | 50% | 25c Dozen to 5.00 List | ..... | ..... |
| FH Gal. | ..... | 40% | 30c Dozen to 6.00 List | ..... | ..... |
| FH Bra. | ..... | 20% | 35c Dozen to 7.00 List | ..... | ..... |
| RH Bra. | ..... | 20% | Retail | | |

| | | | | | |
|----------------------------|-------|---|--|-------|---|
| Contr's. by doz. | | | Lag | | |
| Cap V. thread | ..... | list Plus 25% | Cap V. thread | ..... | list Plus 25% |
| Cap SAE | ..... | list Plus 25% | Set | ..... | list Plus 25% |
| Machine Iron 30% off list. | ..... | ..... | Machine Iron 30% off list. | ..... | ..... |
| Machine Brass | ..... | list Plus 20% | Nuts for Machine Screws—Iron, add 20% to List Price; Brass, 40% to List Price. | ..... | ..... |
| Bench—Iron—1-inch. | ..... | \$1.00; 1 1/4-inch, \$1.25; 1 1/2-inch, \$1.50; 1 3/4-inch, \$2.25; 2-inch, \$1.25. | SCREW DRIVERS—Yankee—80, | ..... | \$2.00; 81, \$2.75; 85, \$1.50; 130, \$2.25; 181, \$2.90. |

RETAIL SELLING PRICES—Continued

STEEL GOODS—

| Hay Forks. | | Jr. Header Forks. | | Coke Forks. | | Warren. | | Scythes. | | SB14 | |
|------------|--------|-------------------|--------|-------------------|--------|---------|------|----------------|-------|-------|------------------|
| 84½ B | 1.25 | J0184 | \$1.85 | 710 | \$2.50 | | | Bush & Weed | 1.75 | SB16 | 1.00 |
| 85B | 1.25 | J0184½ | 1.40 | 712 | 2.75 | W7 | 1.10 | Dutchman | 1.75 | | Malleable Rakes. |
| 084 | 1.25 | J0185 | 1.40 | 714 | 3.00 | W7½ | 1.15 | Clipper | 1.85 | 12BCM | .60 |
| 084½ | 1.25 | | | | | W8 | 1.20 | Smith's Hoes. | 1.00 | 14BCM | .65 |
| 084B | 1.25 | Header Forks. | | Shavings Forks. | | | | | | | Lawn Rakes. |
| 084½ B | 1.80 | R0144½ | \$1.50 | 806L | 2.15 | LY5 | .65 | Nursery. | No. 7 | 24 | Wood |
| 085B | 1.25 | R0154 | 1.65 | Fish Forks. | | RA | .40 | German. | GE2-0 | .90 | Asphalt. |
| 085B | 1.80 | R0154½ | 1.65 | IF | .75 | Socket. | .95 | Planter's Eye. | AE3 | .65 | 914 |
| 044½ B | 1.85 | R0155 | 1.65 | Stone. | | G078 | .95 | | AE5 | .75 | Turf. |
| 045B | 1.50 | A0184½ | \$1.50 | HH4 | 1.65 | G078X | .90 | Mortar. | | | Edger |
| C04½ | 1.25 | Ensilage Forks. | | 99R | 2.25 | | | | | | Dandelion. |
| C05 | 1.50 | 508 | 2.15 | Potato Hooks. | | | | | | | Spuds |
| | | Barley Forks. | | 4BHF | \$1.10 | | | | | | Dock Cutter |
| B0185 | 1.90 | C1717L | 3.00 | 4BHD | 1.10 | | | | | | Floral Sets. |
| B0505 | 2.35 | Spading Forks. | | 5GNE | 1.20 | BB6 | .90 | | | | 1 |
| | | Manure Forks. | | 5GNE | 1.80 | BB6½ | .95 | | | | 2 |
| 44½ | \$1.25 | OLD | 1.50 | 5CP | 1.85 | Weed. | | | | | 3PF |
| 044½ | 1.85 | OL4X | 1.85 | 5MP | .60 | | | | | | 4PSF |
| 4D | 1.85 | OLDX | 1.40 | | | 1P | .45 | | | | Floral Shovels. |
| 04D | 1.50 | 05H4 | 2.00 | 40HD | \$1.65 | 2P | .50 | | | | FSD |
| 44½ X | 1.10 | 05HD | 2.00 | Hoes—Planter Eye. | | 4P | 1.00 | | | | Floral Hoes. |
| 4DX | 1.85 | Potato Forks. | | SE3 | .75 | 6P | 1.10 | | | | TY4 |
| 054½ | 1.65 | P064 | 1.70 | SE5 | .90 | 2PF | .65 | | | | Floral Rakes. |
| 05D | 1.75 | P06D | 1.85 | Scuffle. | | | | | | | GR6 |
| 064½ | 1.90 | | | FFD | .65 | | | | | | Clam Rakes. |
| 06D | 2.00 | Sluice Forks. | | XGS | 1.10 | | | | | | |
| | | Header Forks. | | BS | 1.85 | | | | | | |
| 08144 | 1.50 | 208 | \$2.25 | A1 | 1.00 | | | | | | |
| 08144½ | 1.50 | 210 | 2.50 | Garden Hoes. | | | | | | | |
| 08154½ | 1.40 | 212 | 2.75 | G78X | .75 | | | | | | |
| 08155 | 1.50 | 99R | \$2.25 | G78 | .85 | | | | | | |

POINTS & CHUCKS—

| | | | |
|------------------------|-----|--------------|------|
| For 80 and 81..... | .75 | 8-inch..... | .95 |
| For 85..... | .50 | 10-inch..... | 1.10 |
| Nos. 11 and 15, 2-in.. | .55 | No. 75..... | 8.35 |
| 3-inch..... | .60 | No. 80..... | 1.00 |
| 4-inch..... | .65 | No. 80..... | .85 |
| 5-inch..... | .75 | No. 81..... | .95 |
| 6-inch..... | .85 | | |

SCREW DRIVERS—G. & P.—367—1¼, 35c; 3, 40c; 4, 45c.

SHEATHING (See Paper)

SHIELDS—

| | | | | | |
|-------------------|--------------|-----|-------------------|--------------|-----|
| Diamond—Expansion | ¾, each..... | .20 | Diamond—Lead | ¾, each..... | .04 |
| 3-16, each..... | .05 | | 3-16½, each..... | .04 | |
| ¾, each..... | .06 | | 3-16x1, each..... | .04 | |
| 5-16, each..... | .07 | | ¾x1, each..... | .06 | |
| ¾, each..... | .08 | | ¾x1, each..... | .06 | |
| ¾, each..... | .12 | | 5-16x1, each..... | .07 | |
| ¾, each..... | .15 | | | | |

SHINGLES—Tin, 5x7, \$3.00.

SHOVELS—

| | | | |
|----------------|------|-------------------|--------|
| Chester..... | 1.50 | Gen. Maynard..... | 2.25 |
| Piqua..... | 1.75 | Maynard Patn..... | 2.25 |
| Tremont..... | 1.75 | Alki..... | \$1.60 |
| Nor. King..... | 1.75 | Rainier..... | 1.60 |
| Sterling..... | 1.85 | Pacific..... | 1.70 |
| Stuart..... | 2.00 | Queen City..... | 1.85 |
| Holley..... | 2.00 | Occident..... | 1.85 |
| Hartford..... | 2.00 | Olympic..... | 1.85 |

Snow—

| | | | |
|-------------|--------|------------|------|
| No. 80..... | \$1.15 | 11D..... | .65 |
| No. 20..... | 1.00 | 33WD..... | 1.40 |
| No. 11..... | .60 | 088WD..... | 1.25 |

SHOT—Drop, 25c lb.; Buck, 25c; Chilled, 25c; Air Rifle, 1-lb. bags, 25c; Tubes ¼-lb., 10c; 2 for 25c.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb.

Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.

Oast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDGE—Hand and Coaster.

| | | | |
|-----------------|--------|-----------------|--------|
| Flexible Flyer— | | Jr. Racer..... | 4.25 |
| No. 1..... | \$3.00 | Racer..... | 5.00 |
| No. 2..... | 3.50 | Tux. Racer..... | 7.50 |
| No. 3..... | 4.50 | Fire Fly— | |
| No. 4..... | 5.50 | No. 9..... | \$1.75 |
| No. 5..... | 7.50 | No. 10..... | 2.25 |
| No. 6..... | 15.00 | No. 11..... | 2.75 |
| | | No. 12..... | 3.25 |

SMOOTH-ON—75c lb.

SNIPS—

| | | | |
|----------------|--------|------------|--------|
| Wiss Straight— | | 100..... | 2.50 |
| 7..... | \$3.00 | Circular— | |
| 8..... | 2.85 | 6½ CB..... | \$5.00 |
| 9..... | 2.10 | 7..... | 4.05 |
| 10..... | 1.90 | 8..... | 3.50 |
| 11..... | 1.45 | 9..... | 3.25 |
| 12..... | 1.25 | 10..... | 2.85 |
| 13..... | 1.00 | 11..... | 2.80 |
| 14..... | 2.85 | 12..... | 1.95 |

SOLDER—¼ & ½, 60c lb.; Wire, 60c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 354, \$4.50; Barnes No. 276, \$7.00.

STEEL SQUARES—Nichols—

| | | | |
|-------------------------|--------|-------------------------|------|
| Framing, N.P. 100A..... | \$4.00 | Oxidized Cop. 100A..... | 3.00 |
| Framing, N.P. 100..... | 3.75 | Oxidized Cop. 100..... | 2.75 |
| Framing, Pol. 100A..... | 2.50 | Royal Cop. 100A..... | 3.00 |
| Framing, Pol. 100..... | 2.25 | Royal Cop. 100..... | 2.75 |

| | | | |
|---|--------|----------------------|------|
| Standard Makes—Eagle, Sargent, R. & E., Etc.— | | No. 14 Polished..... | 1.50 |
| No. 100 Polished..... | \$2.25 | No. 3 Polished..... | 1.75 |
| No. 100 Blued..... | 2.50 | | |
| Add 75c for Take-Down Squares to above price. | | | |
| Goodell's No. 66 12 inch Combination Square..... | \$1.25 | | |
| Starrett's No. 23 12 inch Combination Square..... | 1.50 | | |

SQUARES—Try—

| | | | |
|---------------------|-----|---------------------|------|
| No. 20—3 inch..... | .85 | No. 20—9 inch..... | .75 |
| No. 20—4½ inch..... | .40 | No. 20—10 inch..... | .85 |
| No. 20—6 inch..... | .50 | No. 20—12 inch..... | 1.00 |
| No. 20—7½ inch..... | .60 | | |

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7½c.

STARRETT'S TOOLS—"Shop" or "Retail"—

| | |
|-----------------------------------|--|
| Micrometers, 40% above list. | |
| Calliper Rules, 40% above list. | |
| Thickness Gauges, 40% above list. | |
| Steel Tables, 40% above list. | |
| All other items, 25% above list. | |

G. & P. GOODS—Hack Saw Frames—

| | | | | | | | | | |
|---------|--------|----------|--------|----------|--------|--------|-----|---------|--------|
| 69..... | \$1.75 | 69B..... | \$1.50 | 247..... | \$2.00 | 5..... | .50 | 14..... | \$2.00 |
|---------|--------|----------|--------|----------|--------|--------|-----|---------|--------|

STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.

STONES—CARBORUNDUM—

| | | | |
|--------------|--------|--------------|-----|
| No. 76..... | .25 | No. 123..... | .75 |
| No. 107..... | 1.15 | No. 124..... | .65 |
| No. 108..... | 1.50 | No. 130..... | .50 |
| No. 109..... | 1.00 | No. 131..... | .50 |
| No. 110..... | 1.25 | No. 142..... | .50 |
| No. 111..... | .75 | No. 143..... | .50 |
| No. 112..... | .60 | No. 144..... | .50 |
| No. 113..... | .60 | No. 145..... | .80 |
| No. 115..... | \$1.25 | No. 146..... | .80 |
| No. 116..... | 1.25 | No. 147..... | .80 |
| No. 117..... | 1.25 | No. 149..... | .15 |
| No. 118..... | 1.00 | No. 180..... | .65 |
| No. 119..... | 1.00 | No. 184..... | .60 |
| No. 120..... | 1.00 | No. 196..... | .40 |
| No. 121..... | .75 | No. 202..... | .85 |
| No. 122..... | .75 | | |

STOVES—Common Air-Tights—

| | | | |
|---------------------|--------|-------------------|--------|
| No. 16 Unlined..... | \$2.25 | No. 22 Lined..... | \$4.50 |
| No. 18 Unlined..... | 3.00 | No. 24 Lined..... | 5.00 |
| No. 20 Lined..... | 4.00 | No. 26 Lined..... | 6.00 |

STRETCHERS—Wire—Elwood, \$1.25; Star (No. 482), \$1.75.

GIANT (Tackle Blk), \$2.50.

STOCKS & DIES—

| | | | |
|---|--------|------------------------|--------|
| Green River List plus 35%..... | | Common No. 1 pipe..... | \$7.75 |
| Little Giant, List plus 35%..... | | No. 2..... | 9.90 |
| Armstrong No. 1 pipe..... | \$5.85 | Stocks Only— | |
| No. 2..... | 7.80 | Common No. 1 Pipe..... | \$2.75 |
| No. 2½..... | 8.50 | Common No. 2 Pipe..... | 4.75 |
| No. 3, 1¼ to 2..... | 13.00 | Armstrong No. 2..... | 3.50 |
| No. 3, 1 to 2..... | 15.60 | No. 3..... | 5.30 |
| Dies—Solid pipe only 40% off. | | Armstrong Dies only | |
| 20% off. Solid Pipe Dies only, 35% off. | | | |

STOP AND WASTE—

| | | | |
|---|--------|-------------|------|
| Rough Brass, Iron Pipe Threads No. 10 T-Handle or | | | |
| No. 20 Lever Handle— | | | |
| ¾ inch..... | \$1.25 | ¾ inch..... | 2.00 |
| ¾ inch..... | 1.75 | 1 inch..... | 3.00 |
| No. 80 High Grade "Cap" Pattern T or Lever Handle— | | | |
| Rough Brass, Iron Pipe Threads | | | |
| ¾ inch..... | \$1.50 | ¾ inch..... | 2.50 |
| ¾ inch..... | 3.10 | 1 inch..... | 3.75 |
| STRIP—Weather—Rubber, ½-in. 8c per ft; ¾-in. 4c ft. | | | |

RETAIL SELLING PRICES—Continued

| SUPPORTS—Wagon Tongue— | No. in. | Price | No. in. | Price | No. in. | Price |
|------------------------|---------|-------|---------|-------|---------|--------|
| | 1 | ¾ | \$1.50 | 2 | ¾ | \$2.00 |
| | 3 | ¾ | \$2.75 | | | |

| SWEEEPERS—Carpet— | | | | | | |
|-------------------|-------|--------|-------------|-------|------|--|
| Universal | ..... | \$4.00 | | | | |
| Grand Rap. Jap. | ..... | 4.25 | Amer. Queen | ..... | 5.25 | |
| Grand Rap. N. P. | ..... | 4.75 | Club | ..... | 9.00 | |

| TAPS—Machine Hand— | | | | | | |
|----------------------------|-------|-----|-------------|-------|-----|--|
| 1-16 to 15-64 | ..... | 30% | 1 1-16 to 2 | ..... | 20% | |
| ¼ to 1 | ..... | 30% | Stove Bolt— | | | |
| 1 1-16 to 2 | ..... | 30% | 8-16 | ..... | 30% | |
| Left Hnd Dbl list plus 30% | | | ¾ to 1 | ..... | 25% | |
| Machine Screw— | | | Pipe— | | | |
| 1 ¼ to 12 | ..... | 35% | ¾ to 2 | ..... | 40% | |
| 14 to 24 | ..... | 35% | 2 ¼ to 3 | ..... | 30% | |
| Machine Nut— | | | 3 ¼ to 4 | ..... | 20% | |
| 8-16 to 1 | ..... | 30% | | | | |

| TACKS—Bulk— | | | | | | |
|--|-------|--------|------------------------|-------|-----|--|
| Wire 8 ounce, per lb. | ..... | \$ .35 | 3 oz. and larger ¼ lb. | ..... | .05 | |
| Wire 4 ounce and larger, per lb. | ..... | .35 | 3 oz. and larger ½ lb. | ..... | .10 | |
| Blue Double Point, 9 to 12 | ..... | .35 | Gimp | | | |
| Blue Upholster 2 to 8 ounce, per lb. | ..... | .35 | 1 to 3 oz. ¼ lb. | ..... | .10 | |
| Blue Upholster 4 ounce and larger, per lb. | ..... | .35 | 4 oz. and larger ¼ lb. | ..... | .05 | |
| Galvanized Upholster 4 ounce and larger, per lb. | ..... | .40 | 4 oz. and larger ½ lb. | ..... | .10 | |
| Bill Posters 4 ounce and larger, per lb. | ..... | .30 | Poles & Stakes | | | |
| In Packages— | | | | | | |
| Blued or Tind. | | | | | | |
| Dbl. Point ¼ lb. | ..... | .05 | | | | |
| Wire ¼ lb. | ..... | .05 | | | | |
| Wire ½ lb. | ..... | .10 | | | | |
| Blued Out | | | | | | |
| 1 ¼ to 2 ½ oz. ¼ lb. | ..... | .10 | | | | |

| TENTS— | | | | | | |
|-------------|-------|---------|---------|---------|---------|--|
| Size | | | 8-oz. | 10-oz. | Per Set | |
| 7x7 | ..... | \$10.40 | \$12.15 | \$12.35 | | |
| 7x9 | ..... | 12.35 | 14.35 | 2.35 | | |
| 9x9 | ..... | 14.25 | 16.65 | 2.35 | | |
| 9 ½ x12 | ..... | 16.75 | 19.55 | 2.25 | | |
| 12x14 | ..... | 22.50 | 26.25 | 3.90 | | |
| 12x18 | ..... | 27.75 | 32.45 | 5.20 | | |
| 14x16 | ..... | 29.50 | 34.65 | 5.20 | | |
| 14x20 | ..... | 36.65 | 42.55 | 6.20 | | |
| 16x18 | ..... | 40.25 | 47.35 | 6.20 | | |
| 16x20 | ..... | 44.35 | 51.75 | 6.50 | | |
| 16x24 | ..... | 50.50 | 58.75 | 7.80 | | |
| 16x30 | ..... | 61.10 | 71.25 | 8.45 | | |
| A or Wedge— | | | | | | |
| 5x7 | ..... | 6.50 | 7.55 | 1.95 | | |
| 7x7 | ..... | 8.20 | 9.55 | 2.25 | | |
| 7x9 | ..... | 9.80 | 11.50 | 2.60 | | |

| TEES—Stove Pipe—Cylinder— | | | | | | |
|---------------------------|-------|--------|--------------------|-------|-----|--|
| Asbestos 6 inch— | | | Adjustable 6 inch— | | | |
| 6x4, each | ..... | \$ .90 | 4 to 8 | ..... | .65 | |
| 6x6, each | ..... | 1.25 | 6 to 12 | ..... | .75 | |
| 6x8, each | ..... | 1.65 | Adjustable 7 inch— | | | |
| 8x6, each | ..... | 1.75 | 6 to 12 | ..... | .85 | |

| THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| THIMBLES—Flue—6-in., 10c; 7 in., 10c. | | | | | | |
|--|--|--|--|--|--|--|
| THICKNESS GUAGES—40% above list price. | | | | | | |
| TIN—Common Roofing—40c per sheet. | | | | | | |

| TONGS—Vulcan Chain—31, \$2.50; 32, \$5.00; 33, \$7.00; 33 ½, \$9.00; 34, \$11.00. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| TORCHES—C & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 37, \$5.50; No. 47, \$7.25; No. 28, \$2.00. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| TRAPS— | | | | | | |
|-----------|-------|--------|----------|-------|-------|-------|
| Victor— | | | No. 3 | ..... | 1.25 | 14.50 |
| No. 0 | ..... | \$ .20 | No. 4 | ..... | 1.50 | 16.50 |
| No. 1 | ..... | .25 | No. 5 | ..... | 9.50 | |
| No. 1 ½ | ..... | .35 | No. 6 | ..... | 22.50 | |
| No. 2 | ..... | .45 | No. 15 | ..... | 9.50 | |
| No. 3 | ..... | .55 | No. 150 | ..... | 7.50 | |
| No. 4 | ..... | .65 | Jump— | | | |
| Newhouse— | | | No. 0 | ..... | .25 | 2.50 |
| No. 0 | ..... | \$ .40 | No. 1 | ..... | .30 | 3.00 |
| No. 1 | ..... | .45 | No. 1 ½ | ..... | .45 | 4.50 |
| No. 1 ½ | ..... | .65 | No. 2 | ..... | .65 | 6.50 |
| No. 2 | ..... | 1.00 | No. 3 | ..... | .85 | 8.50 |
| | | | No. 91 | ..... | .35 | 3.75 |
| | | | No. 91 ½ | ..... | .50 | 5.25 |

| TROUGH— | | | | | | |
|------------------|-------|----------|------------------|-------|-----|--|
| Eaves— | | | 5 inch, per doz. | ..... | .35 | |
| 4 in. | ..... | \$ .18 ½ | 6 inch, per doz. | ..... | .40 | |
| 5 in. | ..... | .15 | End Caps— | | | |
| 6 in. | ..... | .18 | 4 in. | ..... | .15 | |
| Mitres— | | | 5 in. | ..... | .30 | |
| 4 in. | ..... | \$ .45 | 6 in. | ..... | .35 | |
| 5 inch | ..... | .50 | End Pe. Comp.— | | | |
| 6 in. | ..... | .60 | 4 in. | ..... | .25 | |
| Hangers—Wire— | | | 5 in. | ..... | .30 | |
| 4 inch, per doz. | ..... | \$ .30 | 6 in. | ..... | .35 | |

| TROWELS—Rose Brick Wood Hdl.—10 ½, \$1.65; 11, \$1.65; 11 ½, \$1.65; 12, \$1.65. Marshalltown Len.—10 ½, \$2.00; 11, \$2.00; 11 ½, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11 ½, \$2.50; 12, \$2.50. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 18, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 300s, \$2.75. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| TURN—Cupboard—Brass Plated—Small, 20c; large, 25c. | | | | | | |
|--|--|--|--|--|--|--|
|--|--|--|--|--|--|--|

| TWINE—Sackings—¼-lb. hank, 20c. | | | | | | |
|---------------------------------|--|--|--|--|--|--|
|---------------------------------|--|--|--|--|--|--|

| TWINES—Cotton, 2 oz. balls, 10c each; Cones, 60c lb. Flax—18BC, ¼-lb. balls, 25c each; 18BB, ¼-lb. balls, 15c each; 18BC, ¼-lb. balls, 80c each. Spring, No. 4 ½, ¼-lb. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| | | | | | | |
|--|--|--|--|--|--|--|
| balls, 20c each; 1-lb. balls, 85c each. Sail—¼-lb. hank, 15c each; ½-lb. hank, 80c each. Seine—60 to 42, 75c lb.; larger, 75c lb. Marlin—40c lb. Cotton Wicking—1 ½ to 1 lb., 5c each; 8 to 1 lb., 10c each. | | | | | | |
|--|--|--|--|--|--|--|

| TAPES— | | | | | | |
|------------------|-----|--------|----------|--|--|--|
| Starrett | | | Lufkin | | | |
| No. 510, 25-ft. | 260 | \$3.85 | Starrett | | | |
| No. 510, 50-ft. | 268 | 4.83 | Lufkin | | | |
| No. 510, 75-ft. | 265 | 6.15 | | | | |
| No. 510, 100-ft. | 266 | 7.75 | | | | |
| No. 505, 25-ft. | 240 | 3.25 | | | | |
| No. 505, 50-ft. | 243 | 4.00 | | | | |
| No. 505, 75-ft. | 245 | 5.25 | | | | |
| No. 505, 100-ft. | 246 | 6.75 | | | | |

| VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 3 sides—14-in., 16c. | | | | | | |
|--|--|--|--|--|--|--|
|--|--|--|--|--|--|--|

| VALVES— | | | | | | |
|----------------------------------|-------|--------|-----------------------|-------|--------|--|
| Standard Globe and Angle Valves— | | | Standard Gate Valves— | | | |
| ¼ | ..... | \$ .85 | ¼ | ..... | \$1.45 | |
| ½ | ..... | .90 | ½ | ..... | 1.45 | |
| ¾ | ..... | 1.00 | ¾ | ..... | 1.45 | |
| 1 | ..... | 1.25 | 1 | ..... | 1.65 | |
| 1 ½ | ..... | 1.50 | 1 ½ | ..... | 2.05 | |
| 2 | ..... | 2.25 | 2 | ..... | 2.80 | |
| 2 ½ | ..... | 3.00 | 2 ½ | ..... | 3.70 | |
| 3 | ..... | 4.25 | 3 | ..... | 5.00 | |
| 4 | ..... | 6.35 | 4 | ..... | 7.80 | |

| VISES—Solid Box— | | | | | | |
|------------------|-------|---------|--------|-------|-------|-------|
| 35 lb. | ..... | \$12.50 | 65 lb. | ..... | 17.50 | 25.00 |
| 40 lb. | ..... | 18.15 | 70 lb. | ..... | 18.75 | 26.25 |
| 45 lb. | ..... | 18.75 | 75 lb. | ..... | 20.00 | 27.50 |
| 50 lb. | ..... | 14.40 | 80 lb. | ..... | 21.90 | 25.65 |
| 55 lb. | ..... | 15.00 | 85 lb. | ..... | 28.15 | 48.60 |
| 60 lb. | ..... | 16.25 | | | | |

| WATCHES— | | | | | | |
|----------|-------|--------|----------|-------|------|--|
| Yankee | ..... | \$1.35 | Junior | ..... | 2.75 | |
| Triumph | ..... | 1.50 | Midget | ..... | 2.75 | |
| Ellipse | ..... | 2.00 | Radolite | ..... | 2.50 | |

| WASHERS—Out—8-16, 25c lb.; ¼, 22c; 5-16, 20c; Malleable, 18c; Cast, 6c; 8-8, 17c; ¼, 14c; ½, 14c; ¾, 14c. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| WAGONS—Express. | | | | | | |
|-----------------|--|--|--|--|--|--|
|-----------------|--|--|--|--|--|--|

| Steel— | | | | | | |
|---------------|-------|--------|-------------|-------|------|--|
| No. 04 | ..... | \$1.50 | No. 30 | ..... | 7.00 | |
| No. 03 | ..... | 1.65 | No. 40 | ..... | 7.50 | |
| No. 02 | ..... | 1.85 | Wagners— | | | |
| No. 0 | ..... | 2.25 | No. 18 | ..... | 6.50 | |
| No. 1 | ..... | 2.75 | No. 20 | ..... | 7.50 | |
| No. 2 | ..... | 3.00 | No. 24 | ..... | 8.50 | |
| No. 3 | ..... | 3.50 | Mars—Wells— | | | |
| Coaster—Star. | | | No. 10 | ..... | 5.75 | |
| No. 10 | ..... | \$5.75 | No. 11 | ..... | 6.50 | |
| No. 20 | ..... | 6.50 | No. 12 | ..... | 7.00 | |

| WASTE—No. 1 White, 25c lb.; No. 2, 22c; No. 2 Colored, 18c. | | | | | | |
|---|--|--|--|--|--|--|
|---|--|--|--|--|--|--|

| WAX—Floor, 60c. | | | | | | |
|-----------------|--|--|--|--|--|--|
|-----------------|--|--|--|--|--|--|

| WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c. | | | | | | |
|--|--|--|--|--|--|--|
|--|--|--|--|--|--|--|

| WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—¾, 7c lb. | | | | | | |
|--|--|--|--|--|--|--|
|--|--|--|--|--|--|--|

| WIRE—Plain Fence— | | | | | | |
|-------------------|--|--|--|--|--|--|
|-------------------|--|--|--|--|--|--|

| | | | | | | |
|---|-------|--------|-------------------|-------|-----|--|
| Black—Nos. 6 to 16, 5 to 24-lb. lots | ..... | \$ .08 | | | | |
| Galvanized—Nos. 6 to 16, 5 to 24-lb. lots | ..... | .10 | | | | |
| Black, 1 to 5-lb. | ..... | .10 | Galv., 1 to 5-lb. | ..... | .12 | |

| Barbed Fence— | | | | | | |
|---------------|--|--|--|--|--|--|
|---------------|--|--|--|--|--|--|

| | | | | | | |
|--|--|--|--|--|--|--|
| Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spcl Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75. | | | | | | |
|--|--|--|--|--|--|--|

| | | | | | | |
|---|--|--|--|--|--|--|
| Broken Coils—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb. | | | | | | |
|---|--|--|--|--|--|--|

| | | | | | | |
|--|--|--|--|--|--|--|
| Bale Ties—9 ½ ft., 15 Ga., per bundle of 250, \$3.25 | | | | | | |
|--|--|--|--|--|--|--|

| | | | | | | |
|--|--|--|--|--|--|--|
| WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding | | | | | | |
|--|--|--|--|--|--|--|

| | | | | | | |
|---------------|--|--|--|--|--|--|
| Discount 40%. | | | | | | |
|---------------|--|--|--|--|--|--|

| WHEELBARROWS— | | | | | | |
|---------------|--|--|--|--|--|--|
|---------------|--|--|--|--|--|--|

| | | | | | | |
|----------------|-------|--------|------------------|-------|-------|--|
| Ajax | ..... | \$4.70 | No. 4 Tubular | ..... | 10.50 | |
| Scioto | ..... | 4.90 | No. 5 Tubular | ..... | 12.60 | |
| Pan. Amer. | ..... | 10.20 | Garden K&J No. 1 | ..... | 5.75 | |
| K & J Concrete | ..... | 11.00 | No. 3 | ..... | 6.80 | |
| Sterling | ..... | 13.00 | No. 4 | ..... | 7.85 | |
| AX Tubular | ..... | 9.95 | No. 5 | ..... | 9.90 | |

| | | | | | | |
|-----------------|-------|------|--|--|--|--|
| Extra Wheel 18A | | 2.50 | | | | |
|-----------------|-------|------|--|--|--|--|

| WRENCHES— | | | | | | |
|-----------|--|--|--|--|--|--|
|-----------|--|--|--|--|--|--|

| | | | | | | |
|--------|-------|--------|-------|--|--|--|
| 6 in. | ..... | \$ .60 | Agri. | | | |
| 8 in. | ..... | .75 | Oces | | | |
| 10 in. | ..... | .90 | PS&W | | | |
| 12 in. | ..... | 1.10 | | | | |
| 15 in. | ..... | 1.40 | | | | |
| 18 in. | ..... |  |  |  |  |  |
| 21 in. | ..... |  |  |  |  |  |

| Orescent— | | | | | | |
|-----------|--|--|--|--|--|--|
|-----------|--|--|--|--|--|--|

| | | | | | | |
|--------|-------|--------|---------|-------|-------|--|
| 4 in. | ..... | \$1.00 | 10-inch | ..... | 1.45 | |
| 6 in. | ..... | 1.00 | 14-inch | ..... | 2.00 | |
| 8 in. | ..... | 1.25 | 18-inch | ..... | 2.85 | |
| 10 in. | ..... | 1.50 | 24-inch | ..... | 4.20 | |
| 12 in. | ..... | 1.75 | 36-inch | ..... | 7.75 | |
| 15 in. | ..... | 2.25 | 48-inch | ..... | 11.55 | |

| Stillson & Trimo— | | | | | | |
|-------------------|--|--|--|--|--|--|
|-------------------|--|--|--|--|--|--|

| | | | | | | |
|--------|-------|------|----------------------|-------|--------|--|
| 6-inch | ..... | 1.15 | Orescent Double End— | | | |
| 8-inch | ..... | 1.30 | 6-8 | ..... | \$1.75 | |
| | | | 8-10 | ..... | \$2.00 | |

||
||
||

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

AIR PUMPS

Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Romort Mfg. Co., Seattle, Wash.

ALUMINUM GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.
Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.: San Francisco, Cal.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

AUTOMATIC SCALES

Detroit Automatic Scale Co., Detroit, Mich.

AUTOMOBILE ACCESSORIES AND SUPPLIES

American Chain Co., Bridgeport, Conn.
Automobile Accessories Co., Baltimore, Maryland.
Boston Woven Hose & Rubber Co., Boston, Mass.
Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield, N. J.
Chicago Flexible Shaft Co., Chicago.
Curtis Pneu. Machinery Co., St. Louis, Missouri.
Dunham, Carrigan & Hayden, San Francisco, Cal.
Eclipse Mfg. Co., Indianapolis, Ind.
L. F. Halladay Co., Streator, Ill.
J. H. Haney & Co., Hastings, Neb.
Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.
W. H. Howell Co., Geneva, Ill.
Joseph Dixon Crucible Co., Jersey City, N. J.
Lane Bros. Co., Poughkeepsie, N. Y.
Lee Broom & Duster Co., Lincoln, Neb.
Monomobile Oil Co., San Francisco and Los Angeles.
Frank Mossberg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.
Mound Tool Co., St. Louis, Mo.
Osgood Lens & Supply Co., Chicago.
Pacific Hdwe. & Steel Co., San Francisco, Cal.
Platt & Washburn, New York and San Francisco.
Romort Mfg. Co., Chicago and Seattle.
Rubber Insulated Metals Corp., Plainfield, N. J.
L. C. Ryan & Sons, Pacific Grove, Cal.
R. F. Sedgley, Philadelphia, Pa.
Stanley Works, New Britain, Conn.
Staybestos Mfg. Co., Germantown, Pa.
Spring Leaf Lubricator Co., Ann Arbor, Mich.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hdwe. Co., St. Louis, Mo.
Stadeler Metal Specialty Co., Chicago.
Union Hdwe. & Metal Co., Los Angeles, Cal.
U. S. Tire Co., New York, N. Y.
Tritch Hardware Co., Denver, Colo.
Whitton Hardware Co., Seattle, Wash.
Weed Chain Tire Grip Co., New York.

AUTOMOBILE OILS

Monomobile Oil Co., San Francisco.
Platt & Washburn Refining Co., New York and San Francisco.

Union Hdwe. & Metal Co., Los Angeles, Cal.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va.
Whitaker-Glessner Co., Wheeling, W. Va.

BAKING PANS

Wheeling Corrugating Co., Wheeling, W. Va.
Whitaker-Glessner Co., Wheeling, W. Va.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.
Pittsburgh Steel Co., Pittsburgh and San Francisco.
United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.
Lane Bros. Co., Poughkeepsie, N. Y.
McKinney Mfg. Co., Pittsburgh, Pa.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Stanley Works, New Britain, Conn.

BATTERIES

Whitton Hardware Co., Seattle, Wash.
O. Lindemann & Co., New York, N. Y.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Buffum Tool Co., Louisiana, Mo.
Lebanon Machine Co., Lebanon, N. H.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

Buffum Tool Co., Louisiana, Mo.
Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER

Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del.

BOILER GRAPHS

Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Dayton, O.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Conn.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

BRACES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

BRAKE LINING

Staybestos Mfg. Co., Germantown, Pa.

BRAZIERS

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE

P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Brit-
ain, Conn.
Marshall-Wells Hardware Co., Port-
land, Ore.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Russell & Erwin Mfg. Co., New Brit-
ain, Conn.

BUTTS

The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stuber & Kuck, Peoria, Ill.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.

CARBORUNDUM

Carborundum Co., Niagara Falls, N. Y.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Bassick Co., Bridgeport, Conn.
Faultless Caster Co., Evansville, Ind.
Universal Caster & Foundry Co., New-
ark, N. J.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.
Henry Peabody & Co., New York.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven, Conn.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.
Shelby Spring Hinge Co., Shelby, O.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

CONDUCTOR ELBOWS

Ferdinand Dieckmann Co., Cincinnati, Ohio.

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.

CURRY COMBS

New York Stamping Co., Brooklyn.

CUTLERY

John Chatillon & Sons, New York.
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Jacobs Bros. Co., Inc., New York.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

DIES

Greenfield Tap and Die Corporation,
Greenfield, Mass.

WHERE TO BUY—Continued

DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS

R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS

Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS

Sedgwick Machine Works, New York.

DUSTERS

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE

Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.

ELECTRICAL SUPPLIES

Pacific Hardware & Steel Co., San Francisco.
Salt Lake Hardware Co., Salt Lake, Utah.

ELEVATORS

Sedgwick Machine Works, New York.

ENAMELED WARE

Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

EXPANSION BOLTS

Parker Supply Co., New York, N. Y.

FASTENERS—Casement Window

Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.

FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

FENCE WIRE

Pittsburgh Steel Co., Pittsburgh and San Francisco.

FILES

Delta File Works, Philadelphia, Pa.
Henry Diston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS

O. J. Childs Co., Utica, N. Y.

FIREARMS

Colt's Patent Firearms Co., Hartford, Conn.

FIRE POTS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

FITTINGS

Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.

FLOOR AND CEILING PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR HINGES

Standard Mfg. Co., Shelby, Ohio.

FLOOR SLEEVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS

Fred J. Meyers Mfg. Co., Hamilton, O.

FLY TRAPS

A. B. Avis, Pomona, Cal.

FOOD CHOPPERS

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Schlichter Mfg. Co., Hamilton, Ohio.

FORGES

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES

Outler & Proctor Stove Co., Peoria, Illinois.

Otto Berns, Newark, N. J.

FURNITURE SLIDES

Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED FITTINGS

Ferninand Dieckmann Co., Cincinnati, Ohio.

GALVANIZED GOODS

Wheeling Corrugating Co., Wheeling, W. Va.

GARAGE EQUIPMENT

Lane Bros. Co., Poughkeepsie, N. Y.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Hunt, Helm, Ferris & Co., Harvard, Ill.

The Stanley Works, New Britain, Ct.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.

J. E. Gilson Co., Port Washington, Wis.

O. S. Norcross & Sons, Bushnell, Ill.

Union Fork & Hoe Co., Columbus, O.

GAS HEATERS

Hess-Snyder Co., Massillon, O.

Minier Gas Heater Co., South Pasadena, Cal.

GAS RANGES

James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES

Clayton & Lambert Mfg. Co., Detroit, Michigan.

Otto Berns, Newark, N. J.

GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.

Philadelphia Lawn Mower Co., Philadelphia, Pa.

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.

Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouse Mfg. Co., Chicago, Illinois.

Triner Scale Co., Chicago, Ill.

HARDWARE JOBBERS

Baker & Hamilton, San Francisco, Cal.

Dunham, Carrigan & Hayden, San Francisco, Cal.

A. M. Holter Hardware Co., Helena, Montana.

Hammond Lumber Co., Los Angeles.

Honeyman Hardware Co., Portland, Or.

Jensen, King, Byrd Co., Spokane, Wa.

Pacific Hardware & Steel Co., San Francisco, Cal.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hardware Co., St. Louis, Mo.

Strevell-Paterson Hdw. Co., Salt Lake City, Utah.

Union Hardware & Metal Co., Los Angeles, Cal.

Thomson-Diggs Co., Sacramento, Cal.

Whitson Hardware Co., Seattle, Wash.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.

Buffum Tool Co., Louisiana, Mo.

Crescent Tool Co., Jamestown, N. Y.

Delta File Works, Philadelphia, Pa.

Enterprise Mfg. Co., Philadelphia, Pa.

Excelsior Bag & Mfg. Co., Troy, N. Y.

Fred J. Meyers Mfg. Co., Hamilton, O.

Lane Bros. Co., Poughkeepsie, N. Y.

Lufkin Rule Co., Saginaw, Mich.

New York Stamping Co., Brooklyn, N.Y.

Reading Saddle & Mfg. Co., Reading, Penn.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Salt Lake Hardware Co., Salt Lake City, Utah.

Shelby Spring Hinge Co., Shelby, O.

Simmons Hdw. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.

Strevell-Paterson Hdw. Co., Salt Lake.

Thomson-Diggs Co., Sacramento, Cal.

McKinney Mfg. Co., Pittsburgh, Pa.

HARNESS HARDWARE

Covert Mfg. Co., Troy, N. Y.

Salt Lake Hardware Co., Salt Lake City, Utah.

HATCHETS

Simmons Hdw. Co., St. Louis, Mo.

HEATERS

Minier Gas Heater Co., South Pasadena, Cal.

HEEL PLATES

Star Heel Plate Co., Newark, N. J.

HINGES

Bommer Brothers, Brooklyn, N. Y.

P. & F. Corbin, New Britain, Conn.

P. & F. Corbin, New Britain, Conn.

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

Superior Spring Hinge Co., Chicago and Los Angeles.

HOLLOW HANDLE TOOL KITS

Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Boston, Mass.

Goodyear Rubber Co., San Francisco.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.

Baker & Hamilton, San Francisco, Cal.

Central Stamping Co., New York, N. Y.

Cordley & Hayes, New York, N. Y.

Corning Glass Works, Corning, N. Y.

Dunham, Carrigan & Haydenn, San Francisco, Cal.

Jacobs Bros. Co., Inc., New York.

Jensen, King, Byrd Co., Spokane, Wa.

Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.

Landers, Frary & Clark, New Britain, Connecticut.

Fred J. Meyers Mfg. Co., Hamilton, O.

National Kitchen Products Co., San Francisco, Cal.

New York Stamping Co., Brooklyn, N.Y.

Nu-Sink Co., Los Angeles and San Francisco, Cal.

Ontario Knife Co., Franklinville, N. Y.

Orona Mfg. Co., Boston, Mass.

WHERE TO BUY—Continued

Pacific Hardware & Steel Co., San Francisco, Cal.
 Schlichter Mfg. Co., Hamilton, Ohio.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 United Royalties Corporation, N. Y.
 Wheeling Corrugating Co., Wheeling, W. Va.
 Whiton Hardware Co., Seattle, Wash.
ICE CREAM FREEZERS
 North Bros. Mfg. Co., Philadelphia.
ICE SCALES
 Pelouse Mfg. Co., Chicago, Ill.
 Triner Scale Co., Chicago, Ill.
INTERIOR METAL DECORATIONS
 Wheeling Corrugating Co., Wheeling, W. Va.
IRON AND STEEL
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 Thomson-Diggs Co., Sacramento, Cal.
 United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
 Wheeling Corrugating Co., Wheeling, W. Va.
 Whiton Hardware Co., Seattle, Wash.
JACKS—Carriage, Truck
 Lane Bros. Co., Poughkeepsie, N. Y.
JOBBERS' HARDWARE
 Marshall-Wells Hardware Co., Portland, Ore.
JOIST HANGERS
 Lane Bros. Co., Poughkeepsie, N. Y.
KICK PLATES
 Bommer Bros. Co., Brooklyn, N. Y.
 Shelby Spring Hinge Co., Shelby, O.
KNIVES
 Ontario Knife Co., Franklinville, N. Y.
KNOBS—Door
 P. & F. Corbin, New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
LAVATORY SPRING HINGES
 Chicago Spring Butt Co., Chicago, Ill.
LAWN MOWERS
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Philadelphia Lawn Mower Co., Philadelphia, Pa.
 Pennsylvania Lawn Mower Co., Philadelphia, Pa.
 Simmons Hdw. Co., St. Louis, Mo.
LAWN SPRINKLERS
 Buffum Tool Co., Louisiana, Mo.
 Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
 Stuber & Kuck, Peoria, Ill.
 Thompson Mfg. Co., Los Angeles, Cal.
 Will's Sprinkler Co., Los Angeles, Cal.
LAWN SWEEPERS
 Philadelphia Lawn Mower Co., Philadelphia, Pa.
LENS
 Osgood Lens & Supply Co., Chicago.
LENSES
 Corning Glass Works, New York, N. Y.
LEVELS
 Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
 Goodell-Pratt Co., Greenfield, Mass.
 Henry Diston & Sons, Philadelphia.
 Stanley Rule & Level Co., New Britain, Conn.
LINOLEUM
 Armstrong Cork Co., Lancaster, Pa.
LOCKS
 P. & F. Corbin, New Britain, Conn.
 Corbin Cabinet Lock Co., New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
MANUFACTURERS' AGENTS
 Bailey & Drake Co., San Francisco.
 A. H. Coates Co., San Francisco, Cal.
 George E. Dalton, Los Angeles, Cal.
 Norman Cowan, San Francisco, Cal.
 W. D. Caldwell, San Francisco.
 E. C. Coffin & Co., Salt Lake, Utah.
 Horace Allen, San Francisco.
 S. V. Armstrong, San Francisco.
 Phil Bekeart Co., San Francisco.
 W. F. Boardman & Co., San Francisco, Cal.
 A. L. Conger Co., San Francisco.
 Omer Cox, San Francisco.
 Geo. F. Eberhard Co., San Francisco.

Ewing-Lewis Co., San Francisco and Los Angeles, Cal.
 Griffith Sales Co., Sheldon Bldg., San Francisco, Cal.
 Edward Knobbe & Son, Tacoma, Wash.
 Chas. L. Lewis, 268 Market St., San Francisco, Cal.
 French & Linforth, San Francisco.
 C. W. Gause Co., San Francisco.
 W. H. Gilbert, San Francisco and Los Angeles.
 R. B. Hanna, Los Angeles.
 Haven & Haven, San Francisco, Cal.
 D. L. Herman, Seattle.
 H. A. Heppner & Co., Portland.
 Wm. P. Horn Co., San Francisco.
 M. Howard, San Francisco.
 Hughson & Merton, San Francisco.
 C. N. & F. W. Jones, 708 Equitable Savings Bank Bldg., Los Angeles.
 C. N. & F. W. Jones, San Francisco.
 E. A. Keithley, San Francisco.
 P. C. & A. E. Lowrey, San Francisco.
 O. A. Maydwell & Co., San Francisco.
 Morgan & Allen, San Francisco.
 J. T. McDewitt, San Francisco.
 T. D. McLean Co., Seattle.
 Osgood & Howell, San Francisco.
 Sanford Plummer, San Francisco.
 A. Rannis, San Francisco.
 O. S. Rhea, Berkeley, Cal.
 Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
 Rowntree & Wishon, San Francisco.
 A. C. Rulofson, San Francisco and Los Angeles.
 C. P. Rust & Co., San Francisco, Cal.
 O. H. Smith & Bro., Los Angeles.
 T. H. Speddy, San Francisco.
 O. H. Stanyan, San Francisco.
 Eugene C. Saul, San Francisco.
 J. A. Tuthill, Los Angeles, Cal.
 S. F. Wilbur Co., San Francisco, Cal.
 Thomas A. Williams, Salt Lake.
 S. G. Wilson, Los Angeles.
 Fred P. Winchester, San Francisco.
 John J. Wirtner, San Francisco.
 Wright & Lacey, San Francisco.
MECHANICS' TOOLS
 Buffum Tool Co., Louisiana, Mo.
 The Keystone Mfg. Co., Buffalo, N. Y.
 The James Swan Co., Seymour, Conn.
METAL CEILING
 Wheeling Corrugating Co., Wheeling, W. Va.
METAL LATH
 Wheeling Corrugating Co., Wheeling, W. Va.
METAL SHINGLES
 Wheeling Corrugating Co., Wheeling, W. Va.
MILLS—Coffee, Spice, Corn
 Lane Bros. Co., Poughkeepsie, N. Y.
MITRE BOXES
 H. C. Marsh Co., Rockford, Ill.
MITRE MACHINES
 H. C. Marsh Co., Rockford, Ill.
MOTOR CARS
 Bush Motor Co., Chicago, Ill.
NAILS
 Pittsburgh Steel Co., Pittsburgh and San Francisco.
NAIL CLIPS
 H. C. Cook Co., Ansonia, Conn.
NAIL SETS
 James Swan Co., Seymour, Conn.
NAILS, STAPLES, SPIKES
 American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.
OIL STOVES
 George M. Clark & Co., Division American Stove Co., Chicago and San Francisco.
 Ringen Stove Co., St. Louis, Mo.
PAINTS
 The Brininstool Co., Los Angeles, Cal.
 Wm. Connors Paint Mfg. Co., Troy, N. Y.
 Joseph Dixon Crucible Co., Jersey City, N. J.
 Montauk Paint Mfg. Co., Brooklyn.
 R. N. Nason & Co., San Francisco, Cal.
 Pacific Hardware & Steel Co., San Francisco, Cal.
 Simmons Hardware Co., St. Louis, Mo.
 Salt Lake Hardware Co., Salt Lake City, Utah.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 A. Wilhelm Co., Reading, Pa.
PAINT BRUSHES
 Rubbernet Company, Newark, N. J.
PEDAL PADS
 Auto Pedal Pad Co., New York, N. Y.
PIPE
 Central Foundry Co., New York.
 Abendroth Bros., Port Chester, N. Y.
 Alabama Flue & Foundry Co., Anniston, Ala.
 American Enameling Mfg. Corp., New York, N. Y.
 American Foundry & Pipe Co., Penna Sta., Pa.
 Anniston Foundry Co., Anniston, Ala.
 Bessemer Soil Pipe Co., Bessemer, Ala.
 Campbell Mfg. Co., Gadsden, Ala.
 Casey Hedges Co., Chattanooga, Tenn.
 Charlotte Pipe & Fdy. Co., Charlotte, North Carolina.
 Coosa Pipe & Foundry Co., Birmingham, Ala.
 Crown Pipe & Fdy. Co., Jackson, O.
 Gadsden Pipe Co., Gadsden, Ala.
 Haines, Jones & Cadbury Co., Philadelphia, Pa.
 J. D. Johnson Co., New York, N. Y.
 Krupp Foundry Co., Lansdale, Pa.
 Medina Foundry Co., Medina, N. Y.
 National Foundry Co. of N. Y., Brooklyn, N. Y.
 National Pipe & Foundry Co., Attalla, Ala.
 Reading Foundry & Supply Co., Reading, Pa.
 Salem Brass & Iron Mfg. Co., Salem, New Jersey.
 Sanitary Co. of America, Linfield, Pa.
 Somerville Iron Works, New York.
 Standard Foundry Co., Anniston, Ala.
 Superior Mfg. Co., Bessemer, Ala.
 Union Foundry Co., Anniston, Ala.
 A. Weiskittel & Son Co., Baltimore.
 H. Wetter Mfg. Co., Memphis, Tenn.
PIPE BENDERS
 Buffum Tool Co., Louisiana, Mo.
PIPE FITTINGS
 Stanley G. Flagg & Co., Philadelphia, Penn.
 Rhode Island Fittings Co., Hillsgrove, Rhode Island.
PIPE HANGERS
 Beaton & Cadwell Mfg. Co., New Britain, Conn.
PIPE HOOKS
 Berger Bros. Co., Philadelphia, Pa.
PIPE WRENCHES
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
 Trimont Mfg. Co., Roxbury, Mass.
PISTON RINGS
 Automobile Accessories Co., Baltimore.
PIVOTS—Ball Bearing
 Bommer Bros., Brooklyn, N. Y.
PLANES
 Stanley Rule & Level Co., New Britain, Conn.
PLATES—Kick
 Bommer Bros., Brooklyn, N. Y.
PLIERS
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
PLUMBING SPECIALTIES
 Armstrong Mfg. Co., Bridgeport, Ct.
 Buffum Tool Co., Louisiana, Mo.
 Otto Bernz, Newark, N. J.
 Boston Brass Co., Waltham, Mass.
 Clayton & Lambert Mfg. Co., Detroit, Michigan.
 Crescent Tool Co., Jamestown, N. Y.
 Excelsior Bag & Mfg. Co., Troy, N. Y.
 Hays Mfg. Co., Erie, Penn.
 M. L. Kline, Portland, Ore.
 Nye Tool & Machine Works, Chicago.
 Rhode Island Fittings Co., Hillsgrove, Rhode Island.
 Thos. Savill's Sons, Philadelphia, Pa.
 Trimont Mfg. Co., Roxbury, Mass.
 Turner Brass Works, Syracuse, Ill.
PRUNING HOOKS
 Henry Diston & Sons, Philadelphia.
PRUNING SHEARS
 Granucci Hardware Co., San Francisco.
 Peck, Stow & Wilcox Mfg. Co., South- ington, Conn. and Cleveland, Ohio.
PUMP VALVES AND PLUNGERS
 Berger Bros. Co., Philadelphia, Pa.

WHERE TO BUY—Continued

PUMPS

Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.

PUNCTURE CURE

Alcemo Mfg. Co., Newark, N. J.

PUSH PLATES

Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES—Key and Wood

Beaton & Cadwell Mfg. Co., New Britain, Conn.

RAILWAY CAR MOVERS

G. D. Howell & Son, Appleton, Wis.

RANGES

Jas. Graham Mfg. Co., San Francisco, California.
Ringin Stove Co., St. Louis, Mo., San Francisco, Cal.

RAZORS

Baker & Hamilton, San Francisco, Cal.
Simmons Hdw. Co., St. Louis, Mo.

REAMERS

Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS

Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Louis, Mo.

RIVETS

Edwin B. Stimpson Co., Brooklyn, N. Y.

RIVETING MACHINES

F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.

ROASTERS

Central Stamping Co., Brooklyn, N. Y.

ROOFING

Pioneer Paper Co., Los Angeles, Cal.

ROOFING CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

ROPE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.

RULES

Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.

SAD IRONS

W. H. Howell Co., Geneva, Ill.

SASH CORD

Samson Cordage Works, Boston, Mass.

SAWS

Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simmons Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
Thomson-Diggs Co., Sacramento, Cal.

SAW SETS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

SCALES

John Chatillon & Sons, New York.
Detroit Automatic Scale Co., Detroit, Mich.
Jacobs Bros. Co., Inc., New York.
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.

SCREW CASES

American Bolt & Screw Case Co., Dayton, O.

SCREW DRIVERS

Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Disston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Britain, Conn.

SCREEN DOOR SETS

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.

SEEDS

Aggeler & Musser, Los Angeles, Cal.

SHARPENING MACHINE

Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES

Rubberset Co., Newark, N. J.

SHEETS

Brier Hill Steel Co., Youngstown, O.,
and San Francisco.

SHEEP SHEARING MACHINES

Chicago Flexible Shaft Co., Chicago.

SHEETS—Black and Galvanized

Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS

Peters Cartridge Co., San Francisco
and Cincinnati, O.

SKILLETS

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SLIDING CASTERS

Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.

SLIDING DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.

SNAPS

Covert Mfg. Co., Troy, N. Y.

SOLDER

Wheeling Corrugating Co., Wheeling,
W. Va.

SPORTING GOODS

Colt's Patent Firearms Co., Hartford,
Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
Whiton Hardware Co., Seattle, Wash.

SPRING LEAF SPREADER

Spring Leaf Lubricator Co., Ann Ar-
bor, Mich.

SPRINKLERS AND HOLDERS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

STAMPED STEEL HARDWARE

Shelby Spring Hinge Co., Shelby, O.

STAPLES—Wire

McKinney Mfg. Co., Pittsburgh, Pa.

STEAK AND FISH PLANKS

Lansing-Company, San Francisco, Cal.

STEEL FENCE POSTS

American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle.

STOCKS AND DIES

Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

STOVES

George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.

Culter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wa.
Ringin Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER

Packham Crimper Co., Mechanicsburg,
Ohio.

STOVE PUTTY

William Connors Paint Mfg. Co., Troy,
New York.

STOVE REPAIRS

Spokane Stove Repair Works, Spo-
kane, Wash.

TACKLE BLOCKS—Automatic

Lane Bros. Co., Poughkeepsie, N. Y.

TANKS—Pneumatic Water Supply

Wm. B. Seale & Sons, Pittsburgh, Pa.

TAPS AND DIES

Greenfield Tap and Die Corporation,
Greenfield, Mass.

TAPES

Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.

THREADING MACHINES

Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

TIMBER HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

TINWARE

Central Stamping Co., New York, N. Y.

TIRES

Century Plainfield Tire Co., Plainfield,
N. J.
Diamond Rubber Co., Akron, San
Francisco and Seattle.
Hartford Rubber Works Co., New York
Marshall-Weiss Hardware Co., Port-
land, Ore.

U. S. Tire Co., New York, N. Y.

TIRE PUMPS

J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS

Richards-Wilcox Mfg. Co., Aurora, Ill.

TOOLS

Mound Tool Co., St. Louis, Mo.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Rubber Insulated Metals Corp., Plain-
field, N. J.

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS

Buffum Tool Co., Louisiana, Mo.

Excelsior Bag & Mfg. Co., Troy, N. Y.

TOOTH BRUSH HOLDERS

E. J. Chubbuck Co., San Francisco.

TORCHES

Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.

Otto Berns, Newark, N. J.

TROLLEYS—Overhead

Lane Bros. Co., Poughkeepsie, N. Y.

TRUCKS

Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., New-
ark, N. J.

TRUNKS AND BAGS

Salt Lake Hardware Co., Salt Lake
City, Utah.

VACUUM BOTTLES

Landers, Frary & Clark, New Britain,
Conn.

VARNISH

A. Wilhelm Co., Reading, Pa.

VICES

Goodell-Pratt Co., Greenfield, Mass.

H. G. Marsh Co., Rockford, Ill.

WASHING MACHINES

Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
Johnson Electric Washer Co., San
Francisco, Cal.

Pacific Hardware & Steel Co., San
Francisco, Cal.

WASHERS—Wrought Steel

The Stanley Works, New Britain, Ct.

Wrought Washer Mfg. Co., Milwaukee.

WASTE

Royal Mfg. Co., Rahway, N. J.

WELDERS

J. E. Gilson Co., Port Washington,
Wis.

WHEELBARROWS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

WIRE PRODUCTS

Colorado Fuel & Wire Co., Denver, Los
Angeles, San Francisco, Portland,
Spokane.

WIRE AND WIRE SPECIALTIES

United States Steel Products Co., San
Francisco, Los Angeles, Portland
and Seattle.

Whiton Hdw. Co., Seattle, Wash.
Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

WRENCHES

Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge-
port, Conn.

Crecent Tool Co., Jonestown, N. Y.

The Keystone Mfg. Co., Buffalo, N. Y.

Frank Mossberg Co., Attleboro, Mass.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

R. F. Sedgley, Philadelphia, Pa.

Trumont Mfg. Co., Roxbury, Mass.

WRINGERS

Eagle Woodenware Mfg. Co., Hamilton,
Ohio.

WROUGHT STEEL WASHERS

Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.

INDEX TO ADVERTISERS

| | | | | | |
|--------------------------------|-----|-----------------------------|-----|------------------------------|---------|
| Abendroth Bros. | 57 | J. E. Gilson Co. | 70 | Peters Cartridge Co. | 59 |
| Abingdon Trap Co. | 56 | Goodell-Pratt Co. | 16 | Philadelphia Lawn Mower Co. | 18 |
| Aggeler & Musser Seed Co. | 57 | Goodyear Rubber Co. | 44 | Phoenix Horse Shoe Co. | 13 |
| Alabama Pipe & Foundry Co. | 17 | Goulds Mfg. Co. | 45 | Platt & Washburn Co. | Cover |
| Alcemo Mfg. Co. | 139 | Graham Mfg. Co., Jas. | 57 | Pioneer Paper Co. | 69 |
| Aluminum Goods Mfg. Co. | 29 | Granucci Hardware Co. | 161 | Pittsburg Steel Co. | 116 |
| American Bolt & Screw Case Co. | 41 | Greenfield Tap & Die Co. | 175 | Porter, H. K. | 46 |
| American Chain Co. | 135 | Grooten Pump Co. | 145 | Portland Cordage Co. | 44 |
| Annisston Foundry Co. | 17 | | | Progressive Mfg. Co. | 42 |
| American Foundry & Pipe Co. | 17 | | | | |
| American Enameling Mfg. Corp. | 17 | Haines, Jones & Cadbury Co. | 17 | Reading Saddle & Mfg. Co. | 47 |
| American Steel & Wire Co. | 14 | L. P. Halladay & Co. | 139 | Reading Foundry & Supply Co. | 17 |
| Armstrong Cork Co. | 23 | Hammond Lumber Co. | 63 | Rhode Island Fittings Co. | 171 |
| Armstrong Mfg. Co. | 173 | J. H. Haney & Co. | 141 | Richards, Wilcox Mfg. Co. | 37 |
| Atlas Mfg. Co., The | 42 | Hartford Rubber Co. | 127 | Ringen Stove Co. | 62 |
| A. B. Avis | 70 | Hays Mfg. Co. | 165 | Romort Mfg. Co. | 141 |
| Automobile Accessories Co. | 138 | Hess-Snyder Mfg. Co. | 49 | G. D. Rowell & Son | 65 |
| Automatic Lawn Sprinkler Co. | 54 | A. M. Holter Hdwr. Co. | 64 | Royal Mfg. Co. | 151 |
| | | Honeyman Hardware Co. | 64 | Royal Iron Mfg. Co. | 118 |
| | | W. H. Howell Co. | 149 | Rubberst Co. | 121 |
| | | Hunt, Helm, Ferris & Co. | 10 | A. C. Rulofson Co. | 116-112 |
| | | Hyfield Mfg. Co. | 35 | Russell & Erwin Mfg. Co. | 7 |
| | | | | L. C. Ryan & Sons | 138 |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

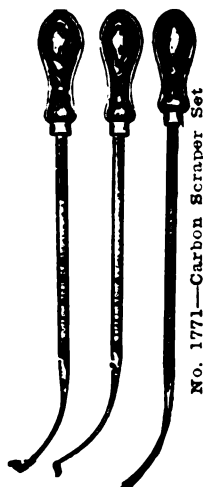
THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office

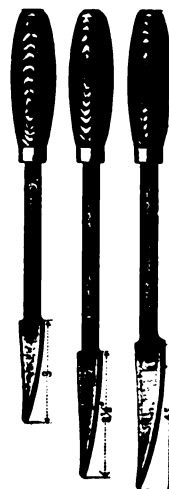
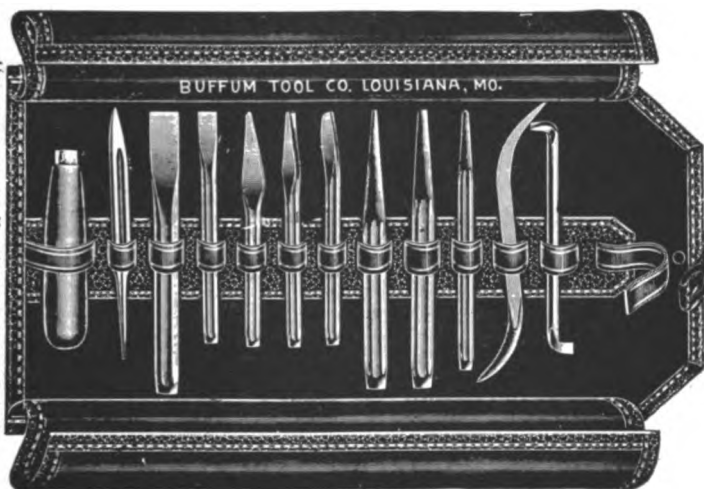
No. 1823 Ever Ready Tool Set. List \$9.00 per doz.



No. 1771—Carbon Scraper Set

List 60c per set.

"EVER READY" AUTO TOOL ROLL.



No. 1765—Curved Bearing Scraper Set

List \$1.50 per set.



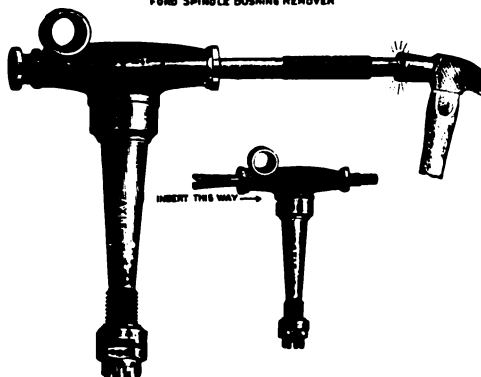
No. 1754—Three-Cornered Bearing Scraper
List 25c each.

These are the tools every automobile owner needs.

Display them and you will make sales.



FORD SPINDLE BUSHING REMOVER



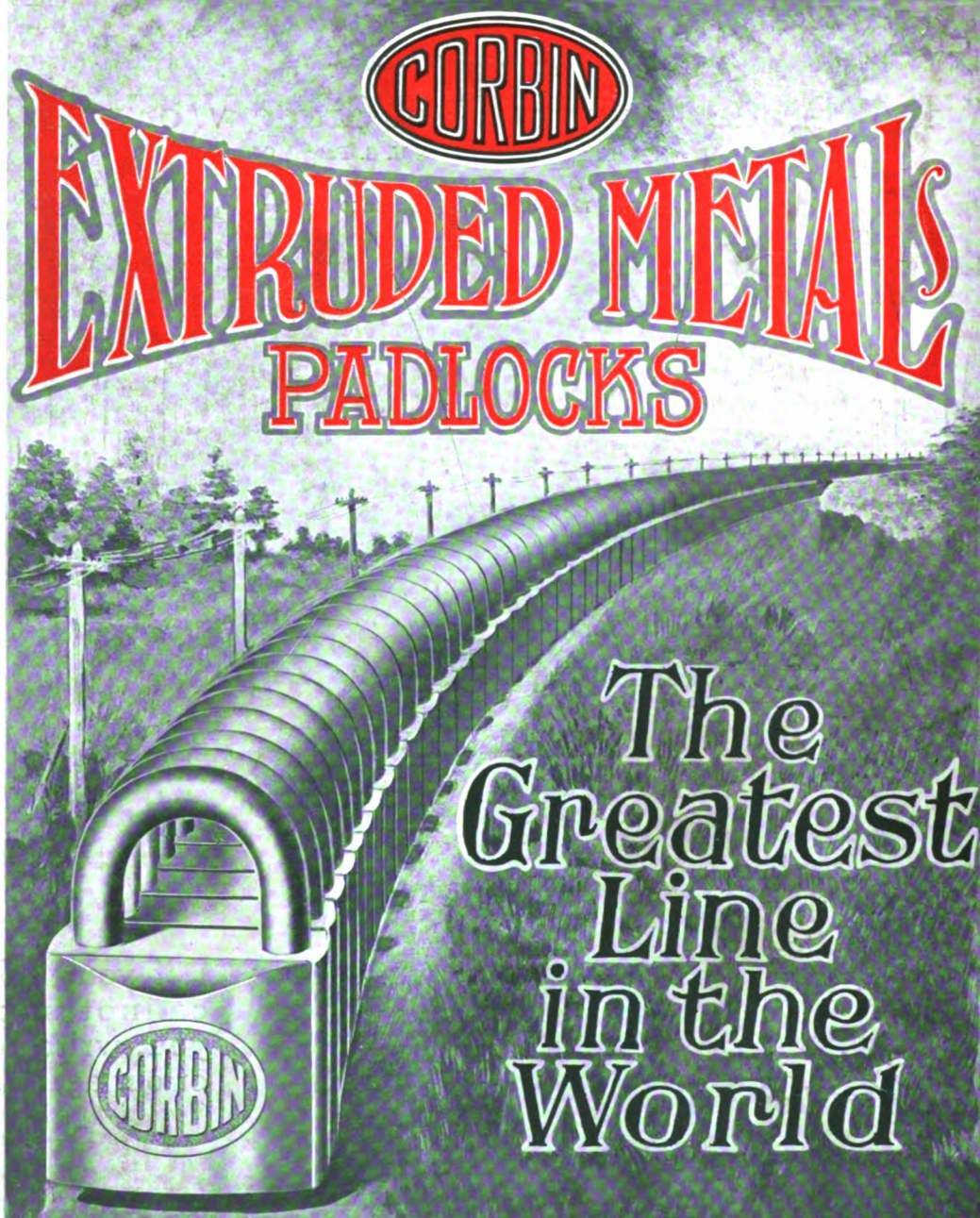
Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. \$9.00

If your Jobber cannot supply you, write to us or our agents.

C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street - - San Francisco, California



Corbin Cabinet Lock Co.

AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Connecticut, U.S.A.

NEW YORK

CHICAGO

PHILADELPHIA

GIFT
MAY 16 1918

Hardware

• PLUMBING AND HEATING •

World

13:2

LIBRARY
CITY
UNIVERSITY

FEBRUARY 1918

"I'm going to build that garage I told you about pretty soon now. The new auto will be along in a month."

"Glad to hear it, Mr. Johnson—we've the equipment all ready for you." Here it is—

**STANLEY
GARAGE
HARDWARE**

S.W. S.W.

See this door holder? Push the door open so that the bar drops into the holder. A hundred-mile-an-hour hurricane can't budge the door. With this **Stanley Garage Door Holder** in use it's impossible for the door to cause damage.

"The **Stanley Garage Hinges** will support the heaviest doors and prevent sagging and binding. **Stanley Bolts** keep the doors locked shut tight. **Stanley Pulls** and **Latches** are convenient to operate and don't break or get out of order."

A straightforward sales talk like the above means quick sales and good profits.

Write now for booklet "Selling More Stanley Garage Hardware."

Stanley Works

New Britain, Conn., U. S. A.

100 Lafayette Street, New York

73 East Lake Street, Chicago

Digitized by Google



How Veedol National Advertising Will Increase Your Profits

**1918 CAMPAIGN GREATER THAN EVER BEFORE
BRINGING THE VEEDOL MESSAGE TO MORE
THAN 28,000,000 PEOPLE**

The subject of lubrication has always been a mystery to the average motorist. Until the now famous sediment test was given widespread publicity he knew no way of choosing between one motor oil and another, except on a basis of price.

Veedol advertising has educated millions of motorists on the importance of choosing the right lubrication for their automobiles—a motor oil that will not break down and form sediment under the intense heat of the engine.

Veedol national advertising reached 28,000,000 people in 1917, and sales of Veedol doubled.

In 1918 Veedol advertising will reach even more people, with greater space, appearing oftener.

Last year 350,000 motorists used Veedol regularly.

Today there are over 450,000 Veedol users.

**Veedol Dealers Shared in
\$2,000,000 Profits
Last Year**

Profits to the dealer on Veedol are liberal, sales are sure, and Veedol sales - building cooperation is cordial and effective.

Other Fast Sellers

Veedol greases will profitably supplement your oil sales. There is a Veedol grease for every purpose, and each is of the same high quality as Veedol.

Write for the money-making Veedol proposition today.



Ordinary
oil after use

Veedol
after use

Showing sediment in suspension

VEEDOL

Tide Water Oil Company

VEEDOL DEPARTMENT, Successors to Platt & Washburn Refining Co.

MONADNOCK BUILDING, SAN FRANCISCO, CALIFORNIA

Main Office: New York City

Branches in Boston, Philadelphia and Chicago

"Over the Top"



Right down in the front trenches of metal working, in the no man's land of production

Starrett Hack-Saws

are doing their bit. The sharp, hardened tungsten steel teeth cut their way through rod or sheet, steel or copper as a machine gun cuts its way through opposing infantry.

While the excellence of Starrett blades has long been an accepted fact, never before have they been accorded the confidence they enjoy today. The rush and bustle attendant upon forced production have created a demand for a hack saw blade that will "stand up"—cut quicker and last longer.

Because we have made careful and thorough tests we are able to tell you just which numbered blade is best suited for each class of work. The result of these important tests together with the unexcelled quality of Starrett Hack Saws have placed our blades in the first rank of industrial preparation.

What blade to use is indicated on page 208 of our Catalog No. 21BF. Send for your copy.



THE L. S. STARRETT CO.

The World's Greatest Toolmakers
ATHOL, MASS.



42-749

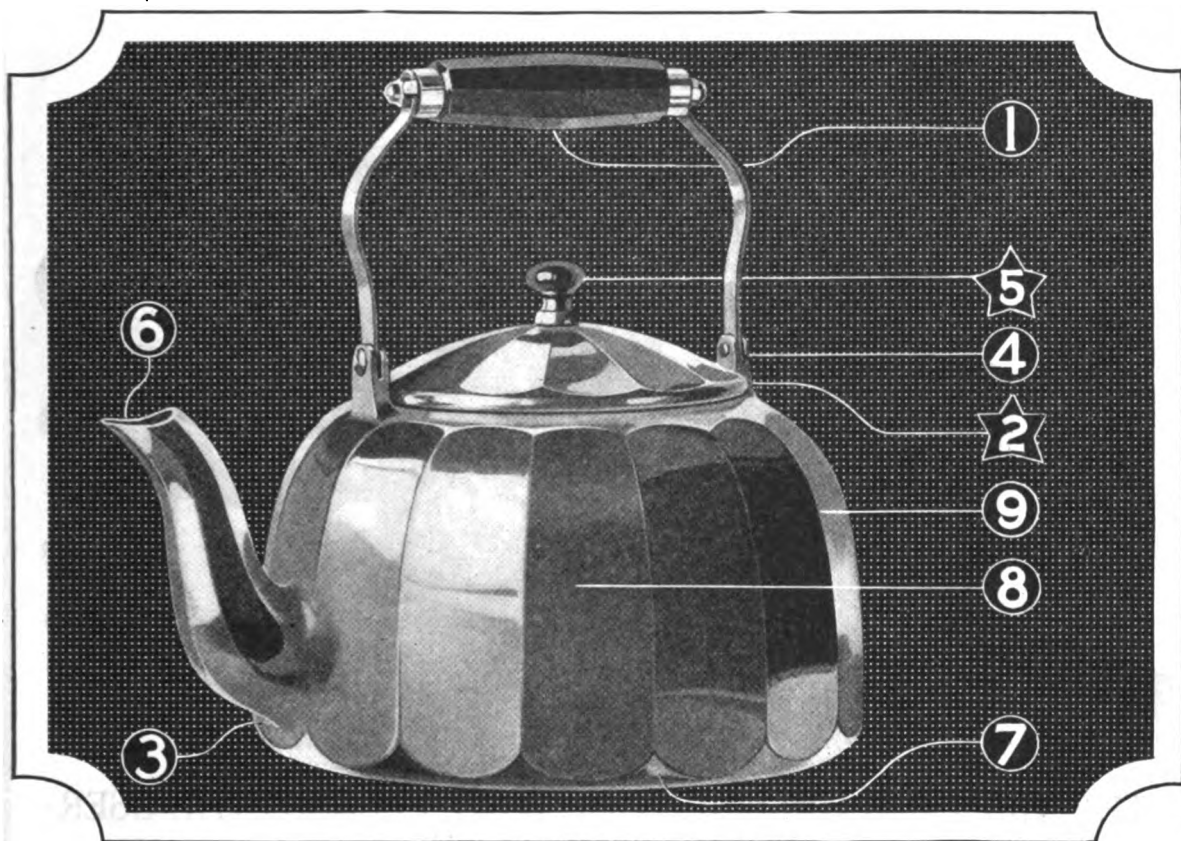
ORDER TODAY**FOR FUTURE SHIPMENT****KEEN KUTTER
GRAPE KNIVES****No. K51**

Highest Grade Forged
Crucible Steel Curved
Blade; Uniformly Tem-
pered; Highly Polished;
Carefully Ground and
Sharpened for use. Oval
Beechwood handle; fast-
ened in handle by 3 steel
rivets.

*Retail
Suggested
Price
20c.*

*Packed one dozen
in a cardboard
box.*

SIMMONS HARDWARE CO.**ST. LOUIS****NEW YORK**



Twenty-Five Years Young

BACK of this handsome Tea Kettle, and every other article of Mirro Aluminum, is a ripened experience of twenty-five years in the making of fine aluminum ware.

Yet Mirro Aluminum will always be young, always representative of the newest and best — always the leader in the myriad features that make each Mirro piece exclusively Mirro.

The Mirro story of super-refinement and greater utility is being told month by month in a wide list of national publications in a manner that is building new prestige and dealer demand everywhere.

The above diagram illustration is a small reproduction of one such compelling feature advertisement which will appear in full-page form in *The Saturday Evening Post* in February, followed by half pages in a number of women's publications.

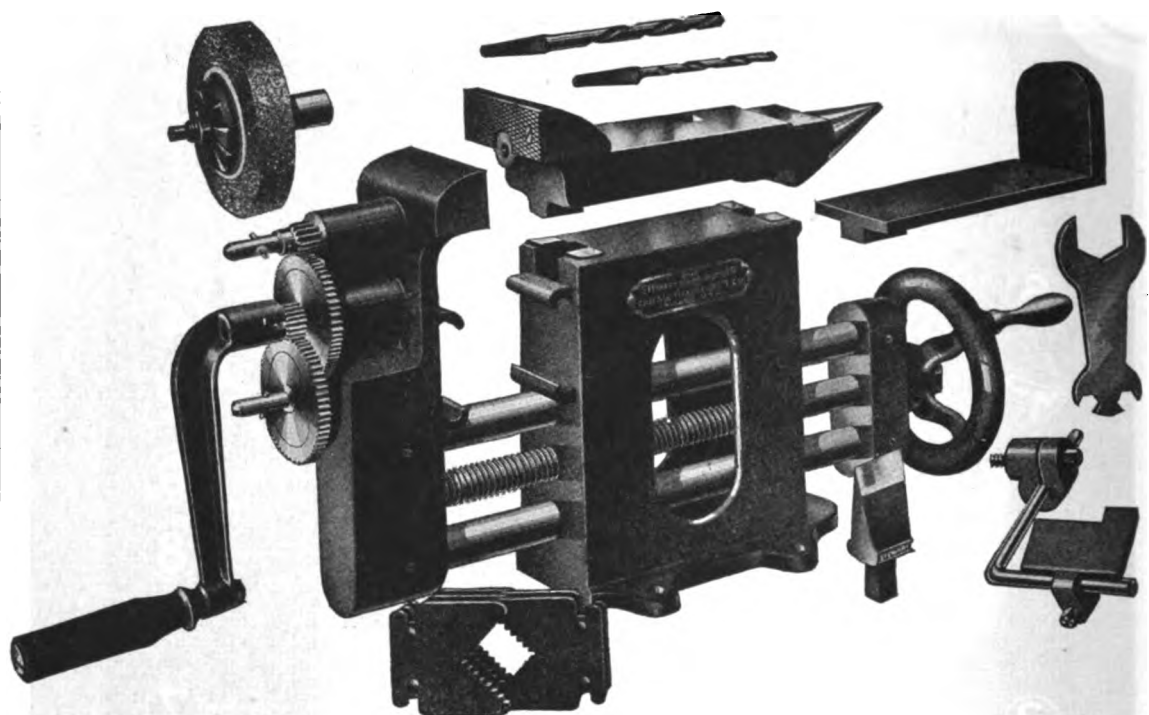
Every Mirro advertisement is a sales-producer for Mirro dealers. This is a dealer campaign through and through. Mirro sales are enormous.

If you do not already handle this popular line, write today for dealer catalogue and interesting sales proposition. Twenty-five years of better aluminum making becomes a big selling factor for you.



Aluminum Goods Manufacturing Co., Manitowoc, Wis., U. S. A.

MIRRO ALUMINUM
Reflects
Good Housekeeping



THE GREAT SIX-IN-ONE TOOL THAT PLEASES THE USER
EVERY TIME IS THE

Stewart Handy Worker

**This uniquely practical combined tool machine
comprises—**

- A good, sturdy anvil.
- A steel-faced vise opening up to $4\frac{1}{2}$ inches.
- A steel pipe vise up to $1\frac{1}{2}$ inches.
- A substantial corundum grinding wheel.
- A two-speed drill press.
- A cutting hardie.
- Complete outfit boxed weighs 90 pounds.
- List \$14.00 f. o. b. Chicago.
- Western list, \$16.00.
- From your jobber or direct.

CHICAGO FLEXIBLE SHAFT COMPANY
TWELFTH STREET AND CENTRAL AVENUE, CHICAGO

FLAT LINK CHAIN

Care in packing --- strong boxes and attractive labels pay dividends in increased sales and greater customer satisfaction.

When we reached the stage where we felt that Hodell chain could not be improved; we turned our attention to the packages.

These packages preserve the goodness of the chain right to the ultimate buyer, and on the dealer's shelves they compel the attention of the customer.

This is just one of the methods we have taken to popularize the world's best weldless chain.

Write for samples and our dealer proposition.

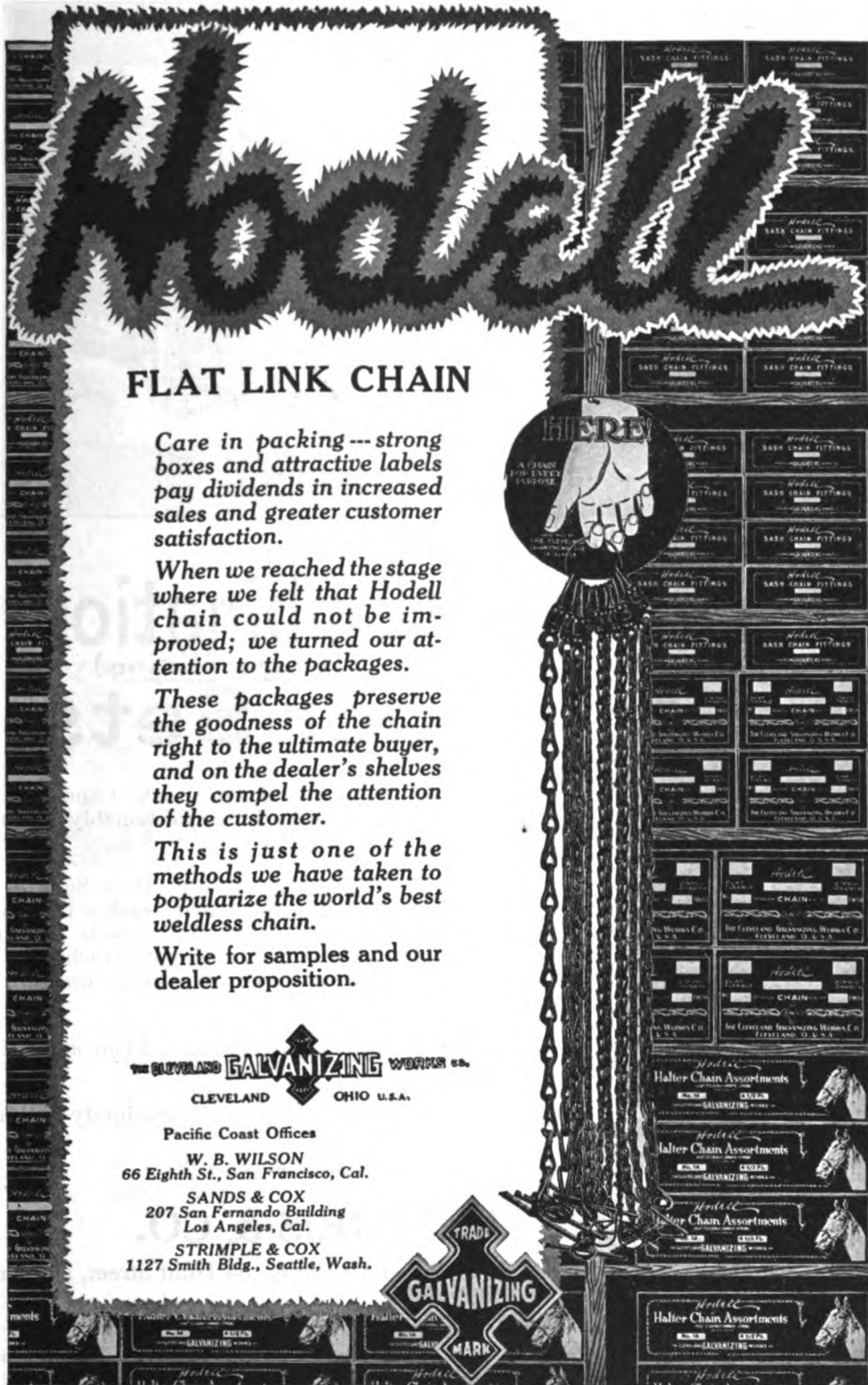
THE CLEVELAND **GALVANIZING** WORKS CO.
CLEVELAND OHIO U.S.A.

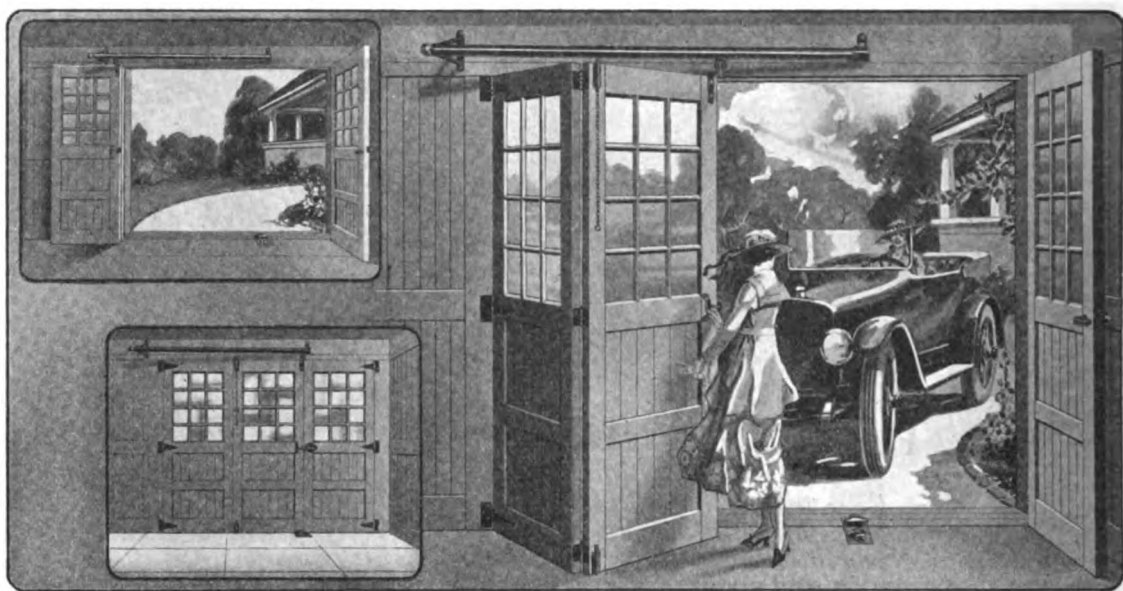
Pacific Coast Offices

W. B. WILSON
66 Eighth St., San Francisco, Cal.

SANDS & COX
207 San Fernando Building
Los Angeles, Cal.

STRIMPLE & COX
1127 Smith Bldg., Seattle, Wash.





Cannon Ball Combination (Folding-Sliding) Garage Door Sets

The makers of the best known barn door hangers in America—the Cannon Ball—have added to this line a new garage door hanging which is unquestionably the most practical set for this purpose yet evolved.

Briefly the Cannon Ball Combination (Folding-Sliding) Garage Door Set fits any door opening up to 8½ ft. and takes care of any thickness of door—makes them absolutely weather tight and secure against sagging. The doors fold inside requiring minimum space and are automatically held open by the heavy spring attached to the supporting track bracket. It is easy to install—neat in appearance—easy working and strong and substantial in use.

Comes packed in complete sets including Hangers, Track, Hinges, Floor and Ceiling Stops, Door Latch, Bolts, Screws, etc.

And the selling-helps put back of this new Cannon Ball item absolutely insure its rapid sale.

Send for Details of the New Cannon Ball Garage Set

HUNT, HELM, FERRIS & CO.

EASTERN BRANCH
Industrial Building, New York

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

Pacific Coast Distributors

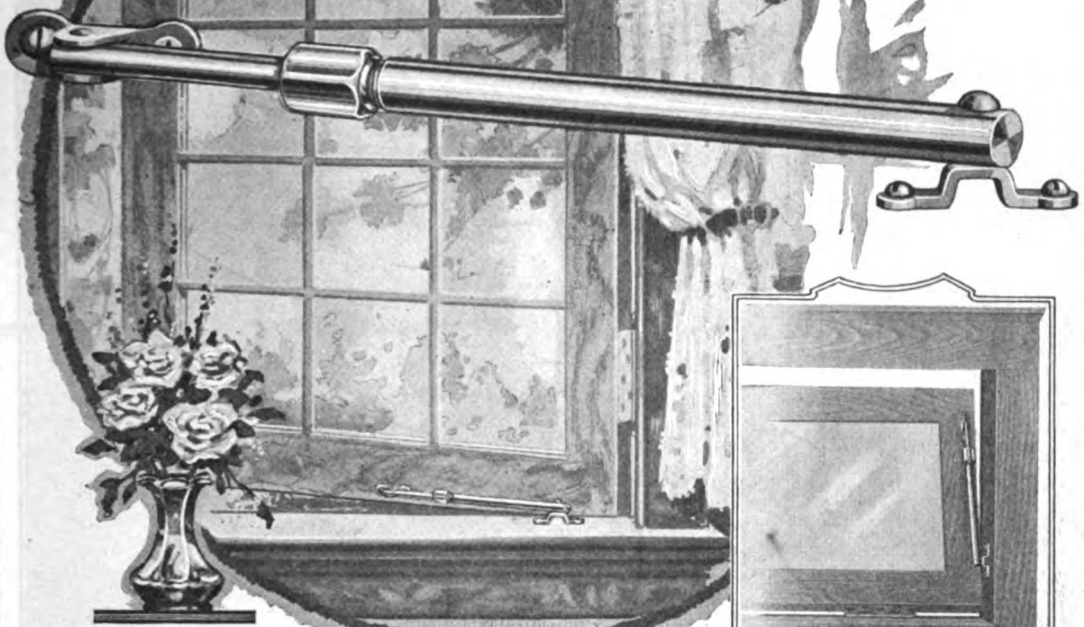
Pacific Hardware & Steel Co., San Francisco, Cal.
Dunham, Carrigan & Hayden Co., San Francisco
Honeyman Hdwe. Co., Portland, Oregon.
Failing-McCalman Co., Portland, Oregon.
Seattle Hdwe. Co., Seattle, Washington.

Schwabacher Hdwe Co., Seattle, Washington.
Morse Hdwe. Co., Bellingham, Washington.
Holley-Mason Hdwe. Co., Spokane, Washington.
Jensen-King-Byrd Co., Spokane, Washington.

RUSWIN

Friction Casement Adjuster

Number Eight



Applied at bottom of Casement
Sash, opening out.

Applied at side on transom.

Russwin Friction Adjusters can be applied at either top or bottom of sash opening out and at either top or bottom of sash opening in, when there is no objection to applying the adjuster on the outside of the sash.

They can also be applied to transoms opening either in or out. Friction sufficient to hold the sash under varying conditions, can be applied by turning the knurled friction clamp.

Made of wrot bronze and
furnished in standard finishes.

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation Successor

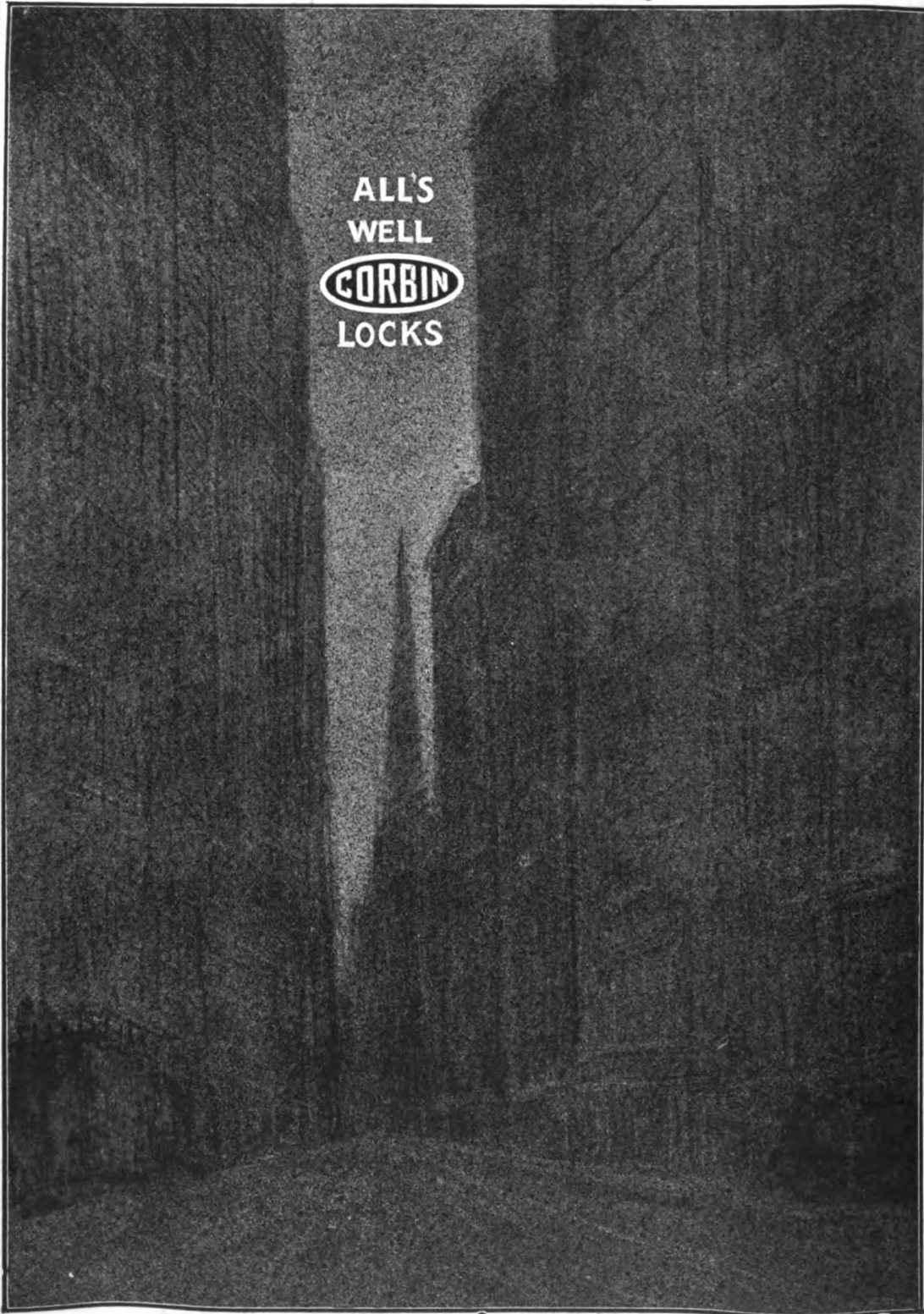
New Britain, Connecticut

New York

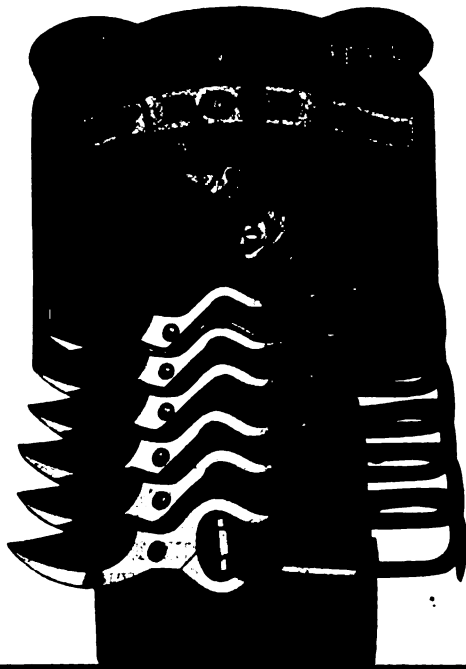
San Francisco

Chicago

London, Eng.



ALL'S
WELL
CORBIN
LOCKS



Add More Goods That Sell Themselves

After all, it's the goods that sell themselves that bring in the real profits. High selling costs and "overhead" eat up profit, so whenever a self-seller comes along tie up with it.

This Pexto Rose Shear with its unique display is one of the self-selling kind. The display catches your customers' eyes in the first place and the Rose Shear does the rest.

This member of the Pexto Family is a little beauty. It's made in the regu-

lar Pexto style with a super-finish that catches the home folks every time.

There's "something different" about this shear too. It has a little attachment that holds the rose after it's cut. Doesn't that sound like a "quick seller?" Other dealers know it from experience.

Write your jobber or address us direct and get prices as well as practical literature.



The Peck, Stow & Wilcox Co.

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware.

Southington, Conn.

Cleveland, Ohio

Address correspondence to 2182 W. Third Street, Cleveland, Ohio



PEXTO

MECHANICS' HAND TOOLS

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

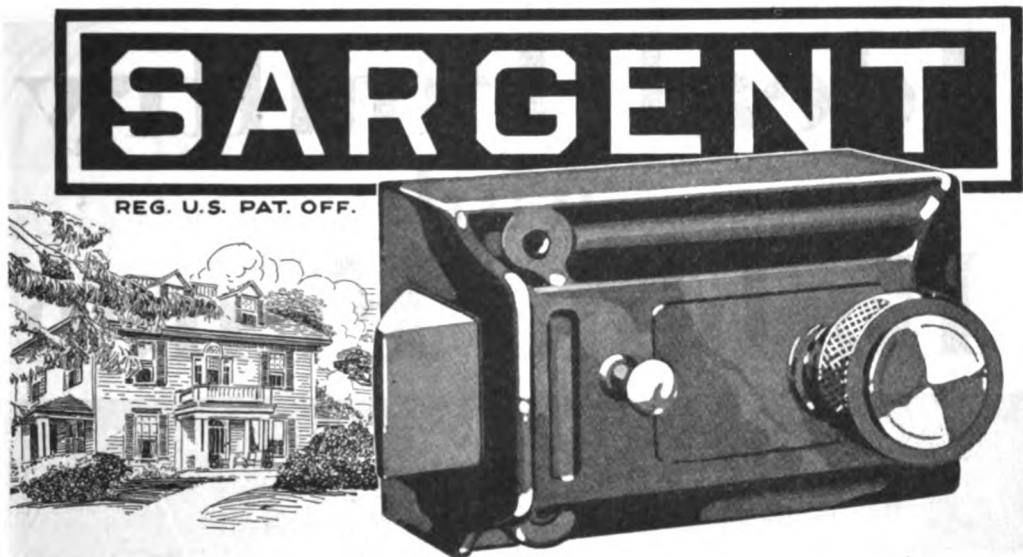
INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World
ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK



You Sell Real Home Protection with Sargent Cylinder Day and Night Latches

Sargent Cylinder Day and Night Latches for safety, security and strength have no equal. They have many special features, chief of which is the PUSH-BUTTON STOP found only in Sargent Day and Night Latches. They are simple, convenient and safe, and there is no possibility of getting out of order by the forcible closing of the door.

OTHER SPECIAL FEATURES

The Latch Bolt, which is made with long projection to provide for any shrinkage that may occur in the door or door frame, thus assuring security under all conditions.

Jimmy Proof: The latch bolt is fully protected and when the door is closed cannot be forced back from the outside.

Self-Locking: These latches are locked automatically by the closing of the door and cannot then be opened from the outside except by the proper key.

Double Locked: Can be locked or deadlocked from the inside.

For All Doors: Suitable for either right or left hand doors and for doors of all thicknesses from $\frac{1}{8}$ to $2\frac{1}{2}$ inches.

Three Gold Plated Keys are packed with each latch and no two latches are furnished with the same keys unless specially made to order.

Design and Finish: Attractively designed and handsomely proportioned, they may be obtained in several finishes, which are thoroughly durable as well as pleasing.

Sargent Cylinder Day and Night Latches are easily applied and adjusted by following the simple directions packed in each box.



STOCK THE SARGENT LINE OF LATCHES and give your customers complete satisfaction in safety, convenience, durability and appearance.

SARGENT & COMPANY

Hardware Manufacturers

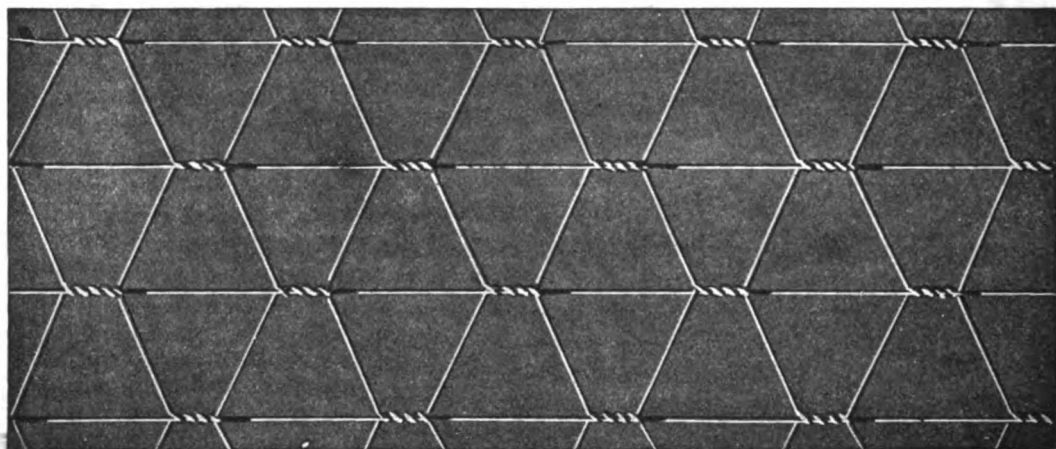
NEW HAVEN - CONN.

NEW YORK

BOSTON

CHICAGO

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

What the Smoke Test Reveals!

Experts everywhere condemn substitutes for sanitary plumbing. A prominent Plumbing Authority who has devoted many years to the study of house drainage problems and has made thousands of tests with a smoke machine, once said: "Where tile (vitrified) pipes have been used for the house drain, without exception they will be found to leak at most of their joints."

Central Foundry Co.....New York, N. Y.
Charlotte Pipe & Foundry Co.....
Charlotte, N. C.

Coosa Pipe & Foundry Co..Birmingham, Ala.
Crown Pipe & Foundry Co...Jackson, Ohio
Gadsden Pipe Co.....Gadsden, Ala.
Haines, Jones & Osbury Co.....

Philadelphia, Pa.
Johnson Co., J. D.....New York, N. Y.
Krupp Foundry Co.....Lansdale, Pa.
Medina Foundry Co.....Medina, N. Y.
National Foundry Co. of N. Y., Inc....
Brooklyn, N. Y.

National Pipe & Foundry Co...Attalla, Ala.
Reading Foundry & Supply Co..Reading, Pa.

Salem Brass & Iron Mfg. Co...Salem, N. J.
Sanitary Co. of America.....Linfield, Pa.
Somerville Iron Works....New York, N. Y.
Standard Foundry Co.....Anniston, Ala.
Superior Mfg. Co.....Bessemer, Ala.
Union Foundry Co.....Anniston, Ala.
Weiskittel & Son Co., A....Baltimore, Md.
Wetter Mfg. Co., H.....Memphis, Tenn.
Abendroth Brothers.....Port Chester, N. Y.
Alabama Pipe & Foundry Co..Anniston, Ala.
American Foundry & Pipe Co. Penna Sta., Pa.
Anniston Foundry Co.....Anniston, Ala.
Bessemer Soil Pipe Co.....Bessemer, Ala.
Campbell Mfg. Co.....Gadsden, Ala.
Casey-Hedges Co., The...Chattanooga, Tenn.

Illustrated literature will be sent on request by any or all of the above independent and competing makers of Cast Iron Soil Pipe and Fittings



GODELL PRATT

1500 GOOD TOOLS

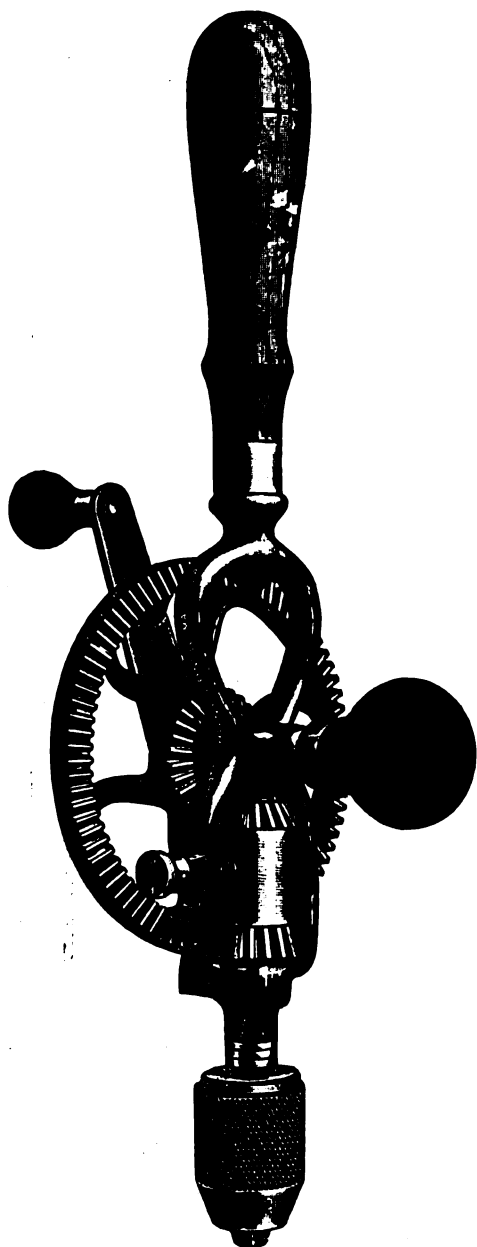
Hand Drills

A good, strong, well-balanced Hand Drill is a tool that a good workman can appreciate.

Our No. 5½ Two Speed Hand Drill (illustrated) has a malleable Iron Frame; Gears and Pinions turned from solid blanks, Pinions made of steel; ball-bearing, lathe-turned spindle; all steel Chuck with three hardened jaws; Two Speeds, changed by simply turning Shifter Knob marked fast or slow; a hollow, polished, screw cap Cocobolo Handle for Holding extra drills, and a large Side Handle.

Every Drill is very carefully inspected and tested out, after which it is wrapped and packed in a strong cardboard box.

Our Tool Book No. 13 gives complete information and prices on our "1500 Good Tools."



Goodell-Pratt Company

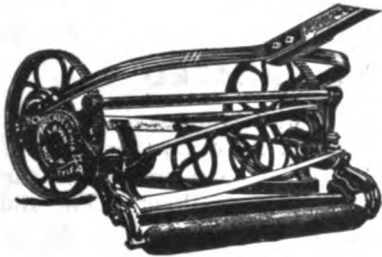
Toolsmiths

Greenfield

Mass., U. S. A.



GENUINE "PHILADELPHIA" LAWN MOWERS

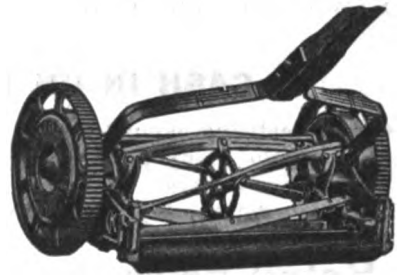


Styles "Graham" and "A,"
All-Steel, Practically
Indestructible

SOME OF THE STYLES

- "Graham" All-Steel,
10-in. wheels.
- "A" All-Steel, 10-
in. wheels.
- "E" Removable Box
Caps, 10-in. wheels.
- "K" Plain or Roller
Bearings, 10-in.
wheels, 5 blades.
- "All-Day," 10-in.
wheels.
- "University," four
blades, 9-in. wheels.
- "Independence"
Roller Bearing, 9-
in. wheels.
- "Overbrook" Roller
Bearings, 8-inch
wheels.
- "Golf," 6 or 8 blades.

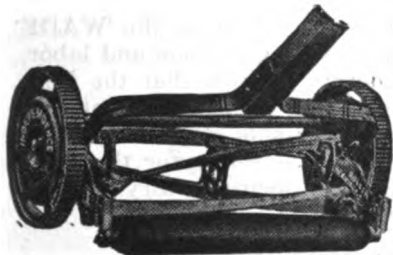
Every style lawn
mower manufactured
by us is equipped with
**VANADIUM Crucible
Steel Blades**, both sta-
tionary and spiral.
This is the hardest and
toughest steel known.



Style "K"—5 Blades—Plain, or
Roller Bearings.



Roller Bearings are
superior to old-fash-
ioned ball bearings
as they have a line
contact along entire
length of the journal
and not a pin-point
contact. They wear
straight and even.
Journals always
straight and true.



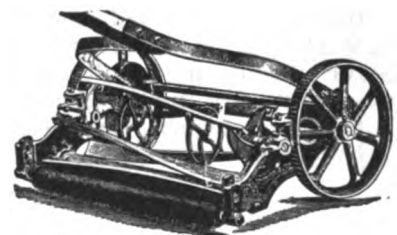
"Independence" Roller Bearings,
9-in. Wheel.
"Overbrook" Roller Bearings,
8-in. Wheel.

30" Walking type
40" Riding Type

A thoroughly equipped
Motor Mower in use on
many large estates, parks,
cemeteries and Government
grounds for several years
and proven to be most
satisfactory.

GUARANTEED FULLY.

**CATALOG
ON REQUEST**



Style "E" Removable Box Caps
Vanadium Crucible Steel Blades.

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

You Can Easily Sell the Wade Gasoline Drag Saw

Here is a machine that fills a long felt want—a machine that saves time and labor for its users—in fact, the kind of machine it pays you to handle. The WADE GASOLINE DRAG SAW is being advertised in a big way and has every point in its favor that an easily saleable article should have.

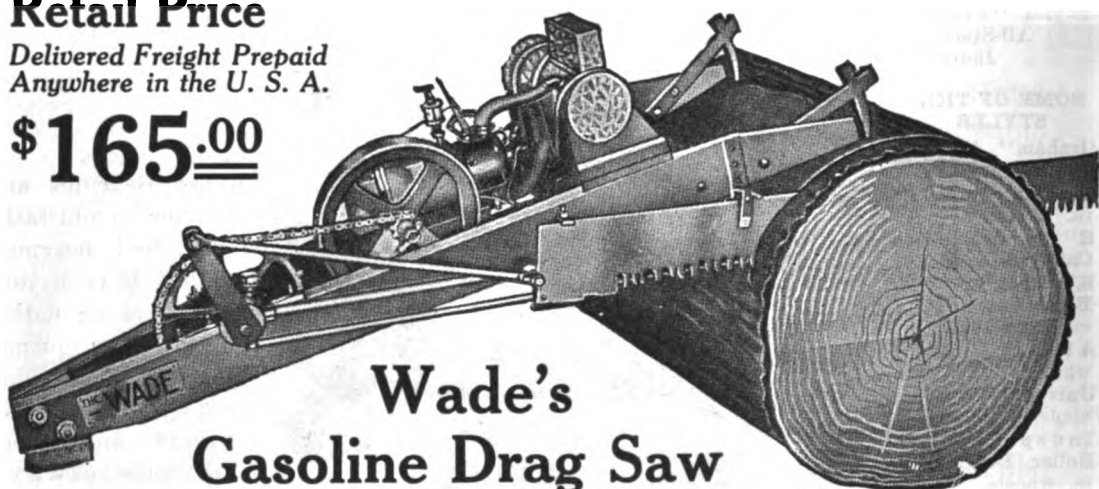
CASH IN ON THE DEMAND WE HAVE CREATED

Our advertising campaign now running in all the leading farm and trade journals is impressing the many good qualities of the WADE GASOLINE DRAG SAW on thousands of prospective buyers. By supplying convincing circulars and by direct co-operation we can help you get the full benefit of this demand. Put the WADE on your floor NOW and get your share of the sales.

Retail Price

*Delivered Freight Prepaid
Anywhere in the U. S. A.*

\$165.00



Wade's Gasoline Drag Saw

(Portable)

1918 MODEL——— 4 H. P. ENGINE

All 1918 model WADE Drag Saws are equipped with our new 4 H. P. Engine that gives an abundance of power. The WADE is made of the best materials throughout, and is always ready for use—practically never gets out of order. Simple, compact, easy to operate, long lived.

Logging camps are adopting the WADE at an enormous saving in time and labor, and it is generally known that the lumbering industry has no patience with inefficient and unreliable machinery. An attractive contract is ready for the right kind of dealers in open territory. Write TODAY for details.

IT WILL PAY YOU TO GET OUR DEALER PROPOSITION

Oldest and largest independent wholesalers of farm machinery in the Northwest.

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. SPOKANE, WASH.

322 Hawthorne Ave., Portland, Oregon
910 N. Howard Street, Spokane, Wash.

52 years' experience has given us the ability to test and judge the efficiency of farm machines.

Newspaper electrotypes free to GIANT dealers

BY USING some of our striking advertisements in your local newspapers you can bring to YOUR store the farmers, ranchers and orchardists who are in need of explosives for stump-blasting, tree-planting and other work.

Our assortment of Giant newspaper electrotypes will bring you *new trade* both for explosives and for other merchandise. Furnishing such electrotypes is one of the many ways in which we help the hardware trade sell Giant Farm Powders.

MAKE THIS TEST



Come in and get a 25 or 50-pound case of either of the Giant Farm Powders. Try them out and you will find that they go further and therefore cost less to use. We have noticed that when farmers try them once, for any kind of blasting, they always come back for

GIANT FARM POWDERS
STUMPING — AGRICULTURAL

(This space may be used for your own advertising of other goods)

Dealer's Name Here

Let us tell you more

You need not carry Giant Farm Powders in stock in order to make money on them. Giant magazines will supply you promptly, so you can make a profit on every order.

If you are not already selling Giant Farm Powders, let us send you our confidential trade bulletin entitled, "Helping the Retailer Sell Giant Farm Powders." This shows seven ways in which we will help you to build up a more profitable business in explosives.

The coupon below will bring you full information. Tear it out and mail today.

**Hardware Men
Mail This Coupon**

The Giant Powder Co., Con-
227 First National Bank Bldg.,
San Francisco

CHECK
HERE

- ☐ Send us dealers' prices on Giant Farm Powders.
- ☐ Send us your book, "Helping the Retailer Sell Giant Farm Powders."
- ☐ Send us newspaper electrotype entitled "Make This Test."

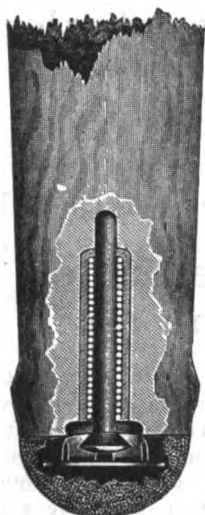
Name _____

Address _____

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

BRASS WASHER

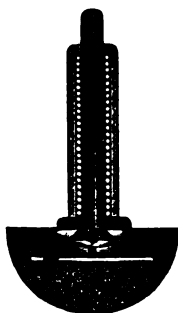
BRASS NAIL

SPRING SOCKET



COMPLETE TIP
ASSEMBLED

RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON - MASS.





Up-to-date System for Retail Stores

Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or day-book.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept. 13701 National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name _____

Business _____

Address _____

Cut out this coupon and mail it today

FOOD CONSERVATION AND PROFITS

The women of America are aligned to prevent food waste. The great nationwide movement for conserving the food supply has been started by frugal, patriotic women, the ones who will buy

UNIVERSAL Food Choppers, Bread Makers Coffee Percolators

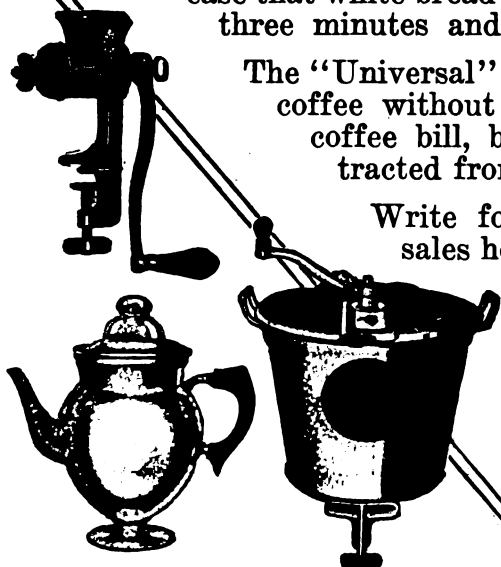
It is up to you to get behind our Food Conservation Campaign, and cash in on the imminent demand for these products.

By the use of the "Universal" Food Chopper the left-over bits of food are made into delicious and appetizing dishes and the price of the chopper is saved in no time.

With the "Universal" Bread Maker whole wheat, rye or graham bread is made with the same certainty and ease that white bread is made. Just to turn the crank for three minutes and the dough is perfectly kneaded.

The "Universal" Coffee Percolator makes delicious coffee without boiling. Saves one-third on the coffee bill, because every bit of flavor is extracted from each grain of coffee.

Write for new special window trim and sales helps.

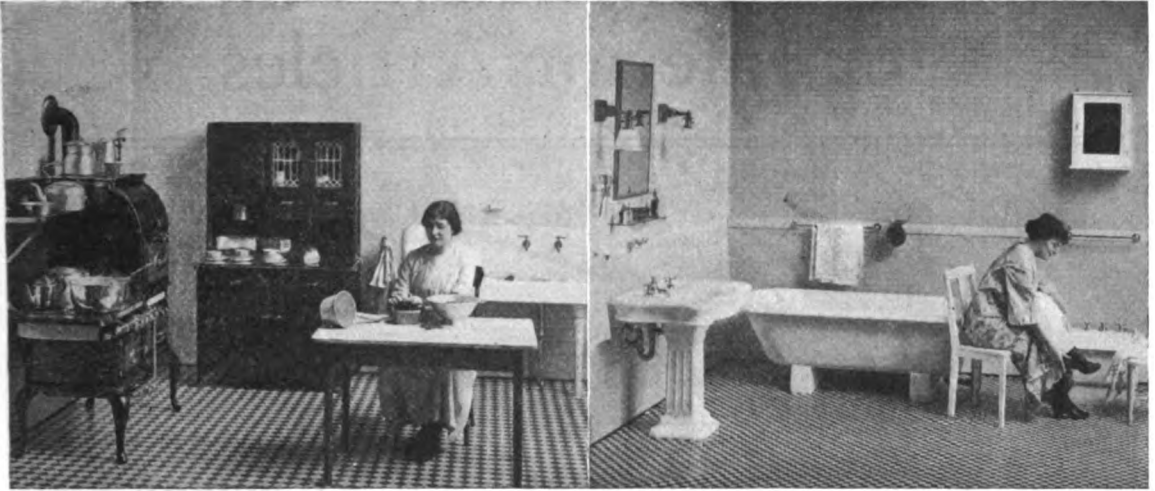


Trade  Mark

Landers, Frary & Clark
New Britain, Conn.

Another Source of Profit

THE hardware merchant sells almost every needed thing for completely equipping the kitchen and bathroom. Why isn't it perfectly logical for him to sell linoleum as well—the most serviceable, sanitary and attractive floor covering for these rooms?



After you have sold a stove or other kitchen necessity, or some equipment for the bathroom, you can often increase your sales and profits by suggesting linoleum for the floor, for linoleum is very closely related to goods of their nature.

Housewives generally favor linoleum not only because it is a durable and attractive floor covering, but because it is easily and quickly cleaned. It is in every sense a labor saver.

We are always glad to send samples and prices of Armstrong's Linoleum, as well as to supply window displays, newspaper cuts, lantern slides, and helpful sales suggestions — free upon request. Let us hear from you.

ARMSTRONG CORK COMPANY

Linoleum Department

Lancaster, Pa.

Armstrong's Linoleum

Circle A Trade Mark

Reg. U.S. Pat. Off.

For Every Room  in the House

F-231

Genuine "Empire" Griddles

Cost No More Than Imitation
or Inferior Articles



**BUT they BUILD
UP YOUR TRADE
and SATISFY
YOUR CUSTOMERS.**

Insist on the

**Genuine
"Empire"**

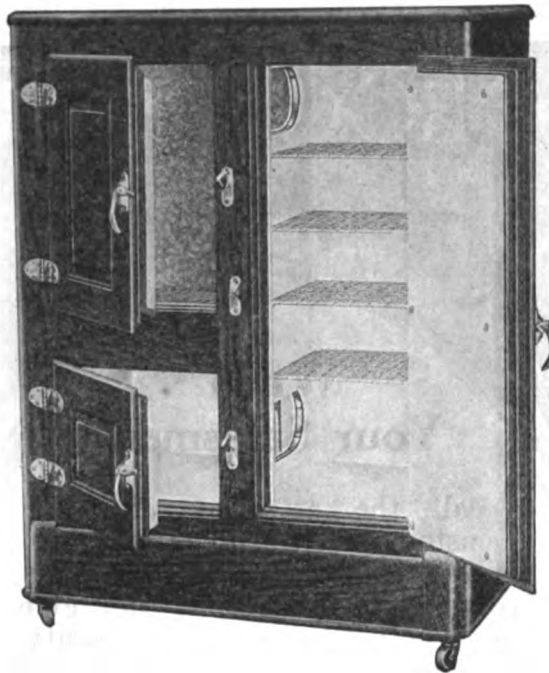
**If You Want Ware of
Uniform and Highest
Quality.**

**Examine Sam-
ples of this Ware
and Prove it for
Yourselves.**

**SOLD by ALL FIRST CLASS JOBBERS THROUHOOUT *the* WEST
ORDER THROUGH THEM**

WM. P. HORN CO., PACIFIC COAST REPRESENTATIVES
LOS ANGELES RIALTO BUILDING, SAN FRANCISCO, CAL. PORTLAND

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK



Glacier Refrigerators

One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the front inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

It pays to sell the best and concentrate effort.

We also make a standardized line of White Enamel and Galvanized Lined Refrigerators.

You ought to have our 1918 catalog.

Gladly sent on application.

BAKER, HAMILTON & PACIFIC CO., San Francisco, Cal.
WHOLESALE DISTRIBUTORS

Permanent Exhibit, Keeler Building, Grand Rapids

Northern Refrigerator Company
Grand Rapids, Michigan

1847 ROGERS BROS.

SILVERWARE

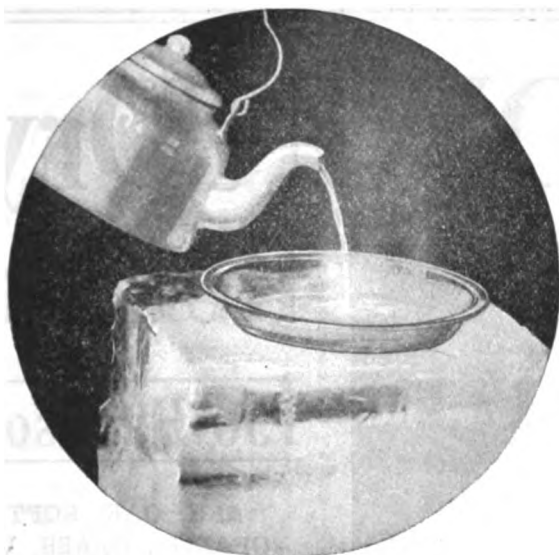
When Your Salesmen

call the attention of the customer to the fact that this silverware has behind it seventy years of knowing how, they give the best assurance as to quality. They bring to bear a powerful argument that is featured in our National Advertising and one in which the public puts faith. Write for particulars regarding window cards, etc., that will help you to handle this ware.

International Silver Company

Meriden, Conn.
150 Post Street
San Francisco





This is a photograph of a Pyrex pie plate standing on ice and subjected to boiling water. Pyrex dishes stand this test without cracking. This proves how safe they are in the hottest oven heat.

From freezing to boiling without breaking

Pyrex transparent cooking dishes are made of a material that stands even such violent change of temperature as is pictured above. They are guaranteed not to break in oven heat.

Why Pyrex sales are increasing so rapidly

Sixty per cent more heat is transferred to food cooked in Pyrex than to food cooked in any kind of metal pan! This is proved by scientific tests. It means that Pyrex cooks food more thoroughly, more evenly, makes it noticeably more delicious. It means, too, a big saving in fuel!

"No more black, greasy pans to scrub!" This is another reason women prefer Pyrex.

Pyrex never chips, rusts, discolors, crazes or absorbs odors. It always stays like new. Your customers, like thousands of other women, will find it in the end the most economical cooking utensil they could buy.

Most effective advertising campaign ever used on an oven ware

This year more than 5,974,593 people will see Pyrex advertising in their favorite mag-

azines. In the Ladies' Home Journal, the Saturday Evening Post and Good Housekeeping, striking full-page announcements—sometimes in color—will bring the news of Pyrex in a big way to every city and town. McCall's Magazine, Christian Herald and fifty-four other religious magazines will make Pyrex a familiar word even in the remote country districts.

The women who read these magazines are the home-loving type who take pride in buying the best equipment for their homes—they are the people whom you consider your most satisfactory, most influential customers.

This is bound to create a demand which will bring your customers to you to order Pyrex. It will also bring into your store many new customers. Be prepared to meet this demand.

Write for the 1918 Dealer proposition. It's different and unusually attractive. Corning Glass Works, 301 Tioga Avenue, Corning, N. Y., U. S. A.

World's largest makers of technical glass

PYREX

Transparent cooking dishes

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

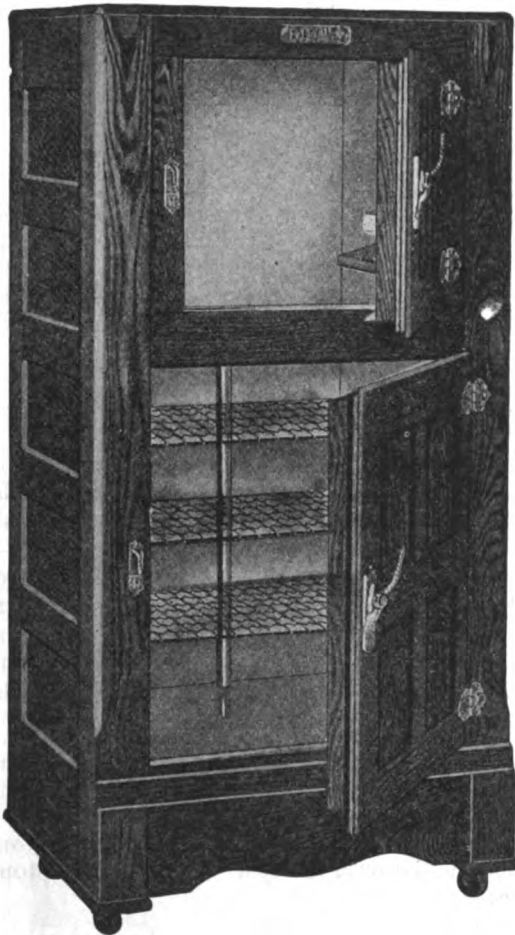
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



"The Box with the Steady Cold Wave"

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

PENNSYLVANIA

Quality

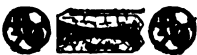
Lawn Mowers

YOU will be pleased to know the details of our big co-operative advertising plans for next season.

Large space in national magazines. Strong, convincing copy. It will produce a big demand for the "PENNSYLVANIA" you carry.

Our "trade helps" will bring them to your store "half sold."

Write us today for complete details. Let us know which "PENNSYLVANIA" Quality brands you carry.



This Trade Mark is on the Handles of

| | |
|-------------------------------------|----------------------|
| "Pennsylvania" | "Red Cloud" |
| "Pennsylvania, Jr." | "Bellevue" |
| "Pennsylvania Golf" | "Panama" |
| "Pennsylvania Putting Greens Mower" | "Delta" |
| "Continental" | "Electra" |
| "Great American B. B." | "Pennsylvania Pony" |
| "Shock Absorber" | "Pennsylvania Horse" |
| "Quaker City" | "Pennsylvania Grand" |
| | "Pennsylvania Trio" |

PENNSYLVANIA LAWN MOWER WORKS
 JOHN BRAININ & SONS
 FOUNDED 1877 PHILADELPHIA

Remove Stock Rapidly and Smoothly



"The DELTA"

Is the only Line of Files from 3 to 24 inches that are made absolutely of

CRUCIBLE STEEL

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.

DELTA FILE WORKS
 PHILADELPHIA, PA.



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

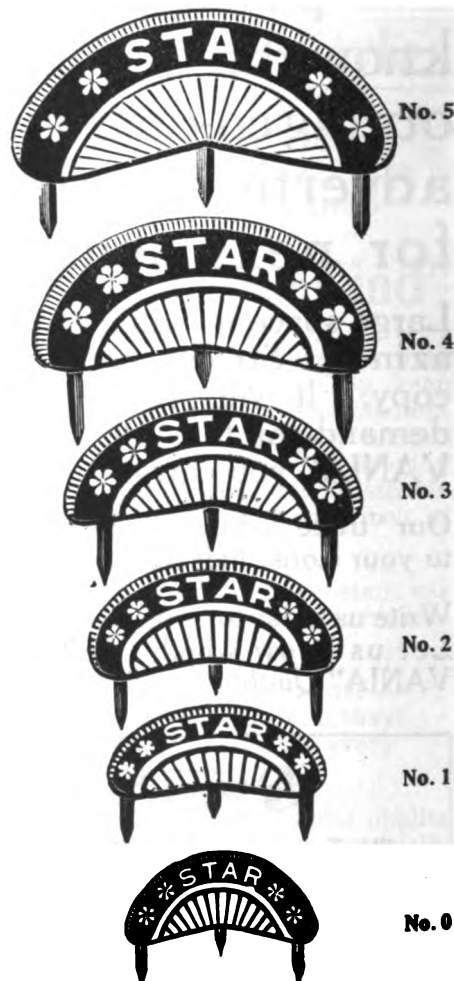
The Buckeye Aluminum Company
WOOSTER, OHIO

MR. JOBBER YOUR CUSTOMERS

WANT

Star Heel Plates

BECAUSE THERE ARE NONE SO GOOD
AS STAR

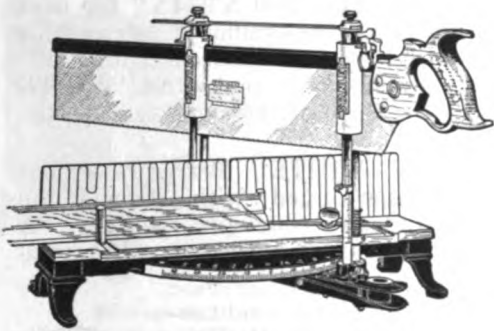


Made in Seven Sizes—Nos. 0 to 6

SEND YOUR ORDER TODAY
They Sell and Sell and Sell

The Pioneer Brand
STAR HEEL PLATE CO.
LOUIS SACKS, Prop.
Hamburg Place, near Avenue L, Newark, N. J.

Stanley Tools



STANLEY MITRE BOXES

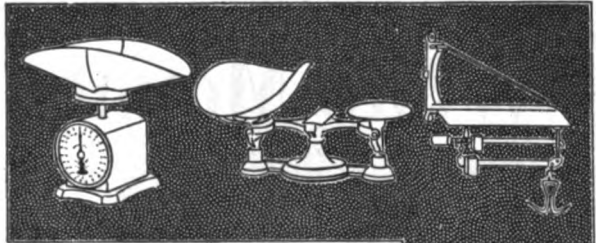
**STRONG
DURABLE
ACCURATE**

**A Specially Made Back
Saw with Each Box**

**Every mechanic that
visits your store will
be interested in this
up-to-date mitre box.**

**May we send you
some special circu-
lars containing com-
plete description.**

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**



I'm Convinced the CHATILLON Line is Right

BECAUSE

1st. The trade demands scales and cutlery of the Chatillon quality.

2nd. The Chatillon Line includes both Scales and Foster Bros. Cutlery and this one line is complete to meet all the needs of my trade.

3rd. Foster Bros. Cutlery, which is a part of this line, is well known and of the very best quality and latest designs.

4th. Chatillon dealers have always received large profits from the sale of this line.

5th. Chatillon dealers are always treated in the fairest manner.

These and other reasons convince me and should decide any hardware dealer to send for catalogue prices, and trade discount.

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street, New York City



White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

TWO BIG FIELDS

Both the Farmer and the Housewife have greater need than ever for one or both of these standard "ENTERPRISE" Specialties.

1—Pork products are commanding fabulous prices; farmers are prosperous—two big factors that contribute heavily toward making easy sales for you of "Enterprise" Sausage—and Lard-making Outfits.

2—Housewives demand food-saving devices. The big "Enterprise" consumer advertising campaign, the appeal of the Food Administration, household economy, self-interest, etc., are all at work selling "Enterprise" Meat-and-Food Choppers for you.

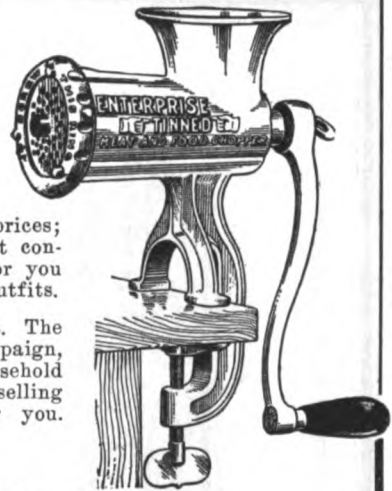


"ENTERPRISE"

Sausage Stuffer and Lard Press

—the Stuffer with the true-bored cylinder (plate can't jam); with the corrugated spout that keeps air out of casings and preserves sausage; with the broad-lipped lard strainer. The most durable, practical and best-known stuffer made. Standard for nearly fifty years. An excellent fruit press, too.

4 qt. Size, Japanned, \$10.00.



"ENTERPRISE"

Meat-and-Food Chopper

—the chopper that cuts; the steel knife-and-plate machine that doesn't mash, mangle or squeeze out the rich food juices; that enables the housewife to turn the cheaper meat cuts, vegetables and table left-overs into dainty, nutritious dishes. Practical for both kitchen and butchering use.

No. 5 Family Size, \$2.50.

ORDER FROM YOUR JOBBER

Write us for complete catalog of sizes and prices. Valuable sales helps, imprinted with your name and address, free. You can make good profits and meet all competition with the "Enterprise" line.

THE ENTERPRISE MFG. CO. OF PA. :: PHILADELPHIA, U. S. A.

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

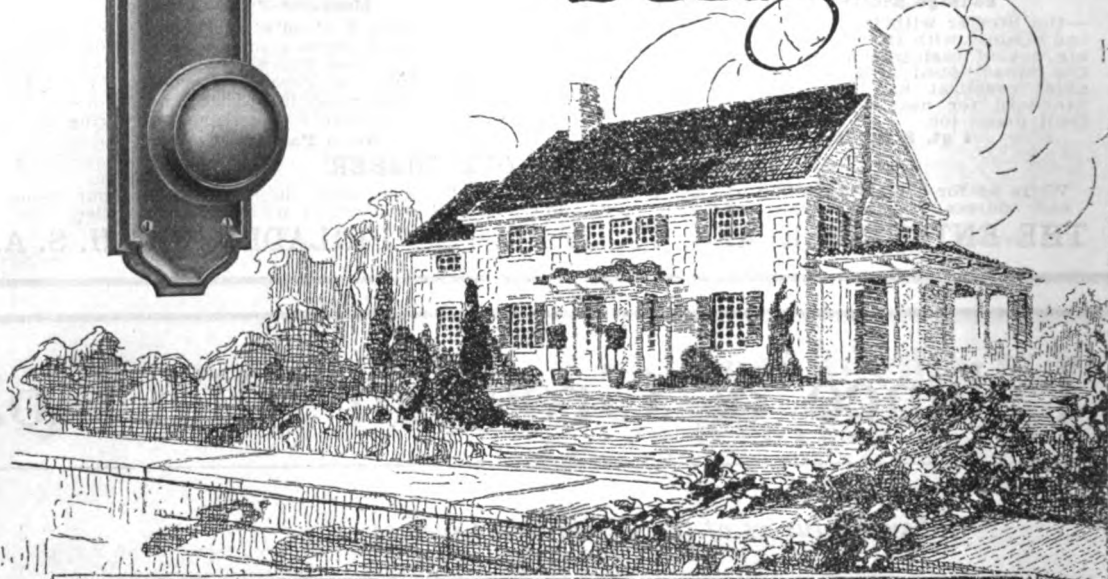
San Francisco

MAJESTIC

A New

RUSSWIN
RUSSELL & ERWIN

Design



Majestic Design is furnished only in Wrot Brass and Steel and can not be furnished in any bronze finishes.

An attractive moderate priced design of "Russwin Quality."

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation, Successor

New Britain, Conn.

New York

San Francisco

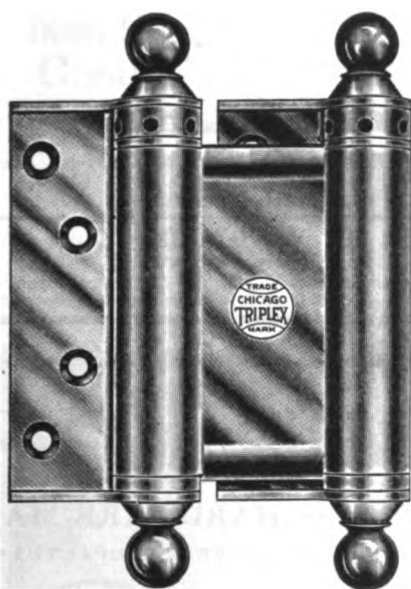
Chicago

London, Eng.

TRADE
CHICAGO
MARK
SPRING HINGES

A SUGGESTION

HAVE you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplox" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

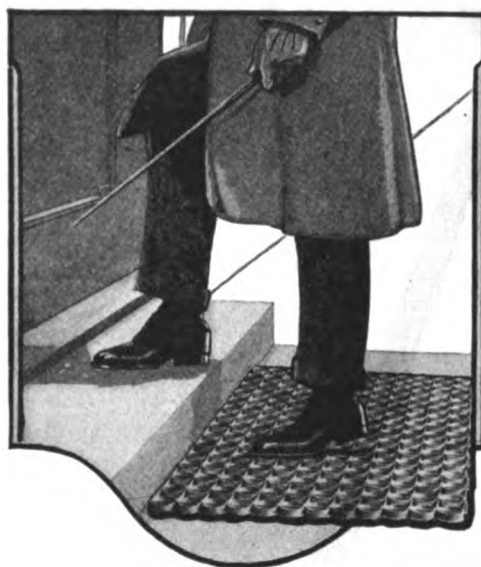
Chicago Spring Butt Company,

CHICAGO



NEW YORK

Keeps Floors Clean



MUD, snow and ice tracked indoors and ground into rugs and polished floors is as unsanitary as it is unsightly. Certainly any article that will catch this dirt and keep it outdoors will appeal to the housewife.

The McKINNEY Steel Door Mat

scrapes mud and snow-covered shoes clean—always. Most mats become so clogged with mud and dirt as to render them utterly useless in a very short time. By reason of the open mesh construction of the McKinney Steel Door Mat, dirt falls through to the porch floor where it can easily be swept away as accumulated. It possesses a neat appearance and will render satisfactory service for years.

We have prepared window and counter cards, display stands, electros, and folders to be furnished with dealer's imprint for counter use and distribution in letters and bills.

A small amount of effort now will bring big returns all winter long. May we send details of our co-operative plan? Write now.

McKINNEY MFG. CO.

Makers of Hardware

PITTSBURGH

SIMONDS SAWS



Dependable

The word that should typify your store; the word you like to use about a man; the word you can use when selling **Simonds Hand, Hack, or Crescent Ground Cross-cut Saws—Dependable.**

Most attractive discounts offered Dealers and Jobbers.

Simonds Mfg. Co.

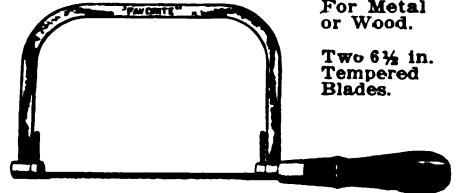
"THE SAW MAKERS"

San Francisco, Cal.
Seattle, Wash.

Portland, Ore.
Vancouver, B. C.

THE BRIDGEPORT HDW. MFG. CORP. BRIDGEPORT, CONN.

ADJUSTABLE COPING SAWS Heavy Steel Frame



For Metal
or Wood.

Two 6½ in.
Tempered
Blades.

- No. 9 "Favorite" Nickel Plated and Buffed,
Hardwood Handle, Rubberoid Finish, doz. \$9.00
No. 9 "Leadall" N. P. only, Red Varnished
Handle, doz. \$8.00
No. 29 "Leadall" Bright Finish \$7.20

NO. 30 MATCHLESS ADJUSTABLE HACK SAW FRAME



Nickel and Buffed, Rubberoid Handle, packed
one in a box with 10-in. Hard Blade.
List Price, \$12.00 Dozen.

C. W. GAUSE CO.

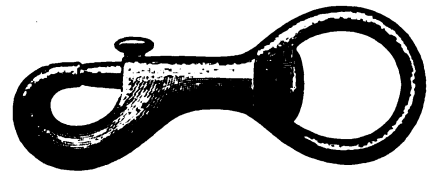
Western Sales Agents

693 Mission Street

San Francisco, Cal.

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS

1 in All Regular Sizes from ¾ to 1½ inches



TROJAN OPEN EYE SNAP

Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets

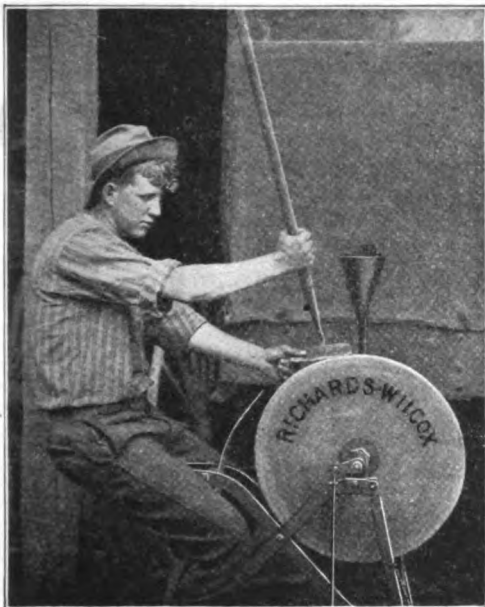


Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California



THE WHEEL OF FORTUNE IN THE GRINDSTONE BUSINESS

wins on Quality of Stone, Smoothness of Operation, Strength of Frame, Adaptability to individual requirements of Grindstone users. Such grindstones will win customers for you and bring you success.

The R-W Line of Grindstones

includes stones of assorted grits in fifteen stock styles of foot treadle and power grindstones; also a complete line of loose grindstones and separate grindstone fixtures. Ball Bearings in Journals and Crank Attachments make smooth operation.

Every R-W Grindstone is cut from selected Berea Grit.

See pages 220-239 of Richards-Wilcox General Catalog No. 12; pages 260-281 of Catalog No. 16. Write for illustrated folder, "Pointers for Grindstone Buyers." Sent without obligation.



Richards-Wilcox Manufacturing Co.

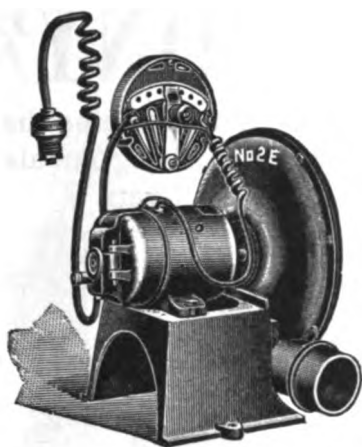
SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co., Ltd., London, Ont.

"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS



No. 2-E Blower.

BUFFALO

Forges—Blowers—Drills

**Designed Right—Built Right
Strong—Durable—Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

Buffalo Forge Company, Buffalo, N. Y.

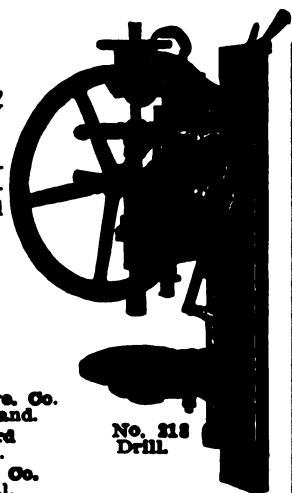
Western Representative,
Harold English, 823 Higgins Bldg., Los Angeles, Cal.

Some of our Western Distributors.

Baker & Hamilton
San Francisco, Cal.
Spotswood-Kelser Co.
San Francisco, Cal.
Whiton Hardware Co.
Seattle, Wash.

Geo. Fritch Mfg. Co.
Denver, Colo.
Harper & Reynolds
Los Angeles, Cal.
Smith-Booth-Usher Co.
Los Angeles, Cal.

Marshall-Wells Mfg. Co.
Spokane and Portland.
Jensen-King-Syrd
Spokane, Wash.
Ducommun Mfg. Co.
Los Angeles, Cal.



No. 218
Drill.

"Good in Every Respect"

Here's a Barrel Sprayer that you can recommend to your most particular customer with perfect assurance that it will completely satisfy him. J. A. Bingamen, Pillow, Pa., writes: "I have used the Goulds 'Pomona' for the last six years and it is giving perfect satisfaction—good in every respect, having sprayed an average of 6,000 trees each year for myself and my neighbors." The "Pomona" will supply 2 leads of hose and 4 nozzles. It is but one of 50

GOULDS SPRAYERS

HAND AND POWER

The "Pomona" has solid bronze plunger, plunger connection, gland, valve seats and strainers. The plunger is outside packed. All working parts can be easily removed for cleaning. The lever is adjustable for 3, 4 or 5-inch stroke. The agitator really agitates—is automatic, simple, dependable.

The dormant spraying season is at hand. NOW is the time to stock for the Spring trade. Put in a line that's nationally advertised and backed by the broad guarantee of a firm which for 70 years has been the leader in the Pump and Sprayer business

Send today for
our Sprayer
catalog and
prices.



Goulds Fig. 1100
"Pomona" Barrel Sprayer



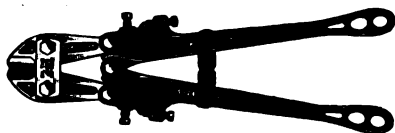
The Trademark of quality
—look for it on every
Pump and Sprayer

THE GOULDS MANUFACTURING COMPANY

Main Office and Works, Seneca Falls, N. Y.

| | | |
|---|---|---------------------------------|
| New York 16 Murray St. | Boston 58 Pearl St. | Chicago 12-14 S. Clinton St. |
| Philadelphia, 111 North Third St. | | |
| Pittsburg 636 Henry W. Oliver Building | Atlanta Third National Bank Building | Houston 1001 Carter Building |

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimble & Cox,
L. O. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

**Re-Inforced
Non-Slipping
Bottom**

*Rigid Light
Durable*

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

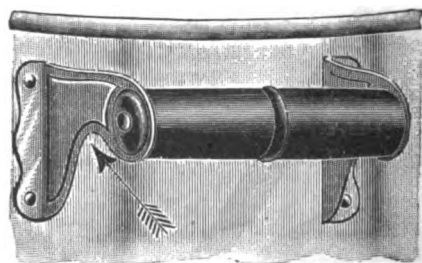
Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co.
Dunham, Carrigan & Hayden Co.
Hoffman Hdw. Co.

The Specialty Mfg. Co.
St. Paul, Minn., U. S. A.

Keystone Boiler Handles



No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge
of sinks, etc.

The illustration represents the No. 40 handle. The
sides are heavy stamped steel, nicely trimmed.
Send for samples.

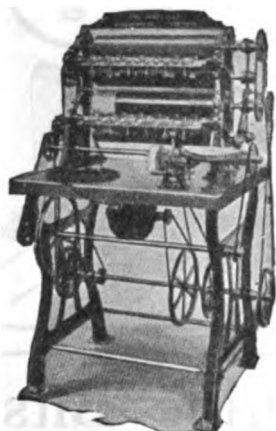
BERGER BROS. CO.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms and Factory, 100 to 114 Broad Street
PHILADELPHIA

A Sound Investment



The purchase of a modern Hatfield Grinding Machine has proved a sound investment for many Hardware merchants. Here's why: Every man who uses a safety razor in your town sooner or later will want blades sharpened. A

HATFIELD Grinding Machine

will bring you this business. If only twenty men a day each bring in a dozen blades you make \$5.00 per day.

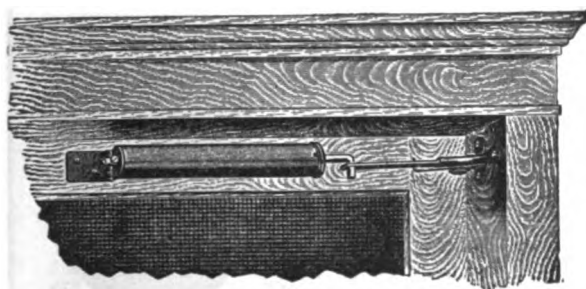
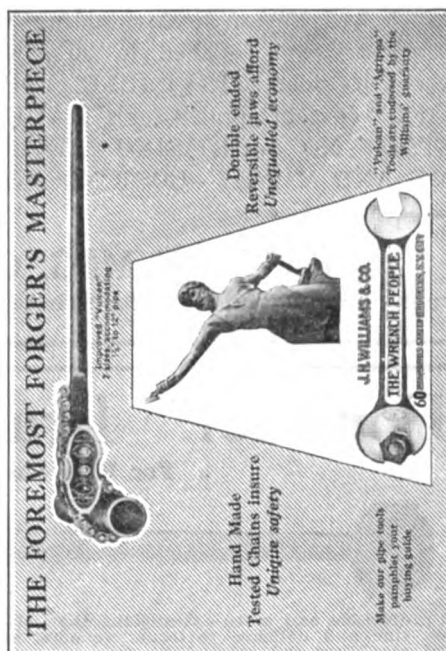
Many dealers have worked up a business of \$10.00 and \$12.00 a day. They are very enthusiastic to us in praise of the splendid work our machines do. Remember the Hatfield sharpens all makes of safety razor blades and other cutlery. Six styles of machines.

Literature, prices, business getting plan, etc., mailed on request.

HYFIELD MFG. COMPANY

21 Walker Street

NEW YORK CITY



MADE BY

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.





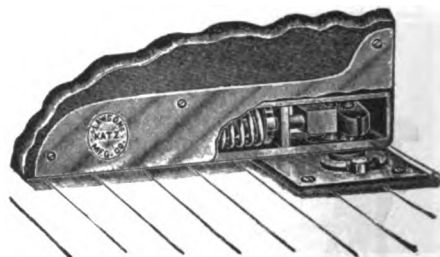
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Require of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York 'Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents

San Francisco Los Angeles
and Portland, Oregon



McCAFFREY
FILE CO.
PHILADELPHIA



"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

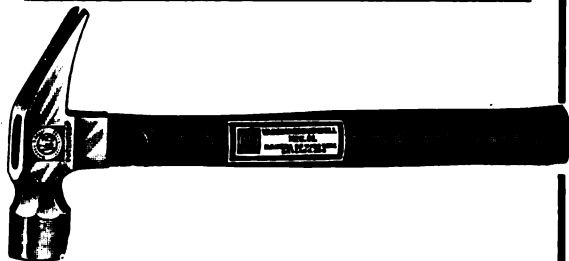
Established 1863



No. 999 Tradesman's Hammer

Patented Oct. 9, 1917.

ANOTHER ADDITION TO THE
"COMPLETE HAMMER LINE"



For Steam Fitters, Plumbers, Electricians, Millwrights, Cement Workers and heavy Carpenter Work. Two Hammers in one—Machinists' and Ripping. The ideal hammer for the portable tool chest. Weight where weight counts. Ask your jobber to quote you.

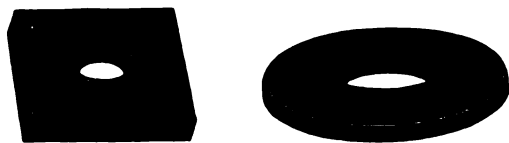
Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

Makers of Fine Tools

2114 CARROLL AVENUE - CHICAGO, ILL.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Follow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

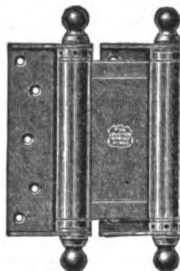
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & KENTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

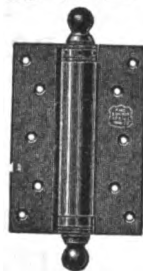
ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Clover Leaf Manila Rope

Nothing Better



Trade Mark

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

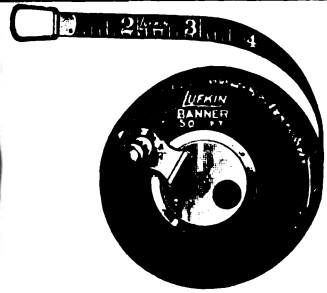
WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. BUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

**AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a **"CHALLENGE"**

a **"RIVAL"**

and a **"BANNER"**

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a **GUARANTEE**
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

ORONA and O. M. C. ALUMISHINE



Make Satisfied Users of Aluminum Cooking Utensils

ORONA for removing all discolorations and
O. M. C. ALUMISHINE for polishing burnished
surfaces.

One large manufacturer of aluminum states
that neither **ORONA** nor **ALUMISHINE** need be
purchased expressly for cleaning and polishing
aluminum. They are excellent for all other
metals, also enameled ware, tiling, furniture,
porcelain, glass, etc.

"Truly they are marvelous compounds for all
cleaning purposes."



For enameled, china and porcelain bath fixtures, they are recommended by United States Sanitary Mfg. Co. and other manufacturers of high grade ware. Also by the Davis Milk Machinery Co. of North Chicago, Ill.

Orona Manufacturing Company, 224-226 Milk St., Boston, Mass.

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as 55, 20, 10, 7½ & 2½. 40, 25, 10, 10, 7½ & 2½. 37½, 20, 10, 10, 7½ & 2½. 35, 25, 10, 10, 7½ & 2½.

| | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| 100.29 22 | 1103.21 43 | 2106.13 64 | 3109.05 84 | 4111.98 05 | 5114.90 26 | 6117.82 47 | 7120.74 67 | 8123.66 88 | 9126.59 09 |
| 200.58 44 | 1203.50 65 | 2206.42 86 | 3209.35 06 | 4212.27 27 | 5215.19 48 | 6218.11 69 | 7221.03 89 | 8223.96 10 | 9226.88 31 |
| 300.87 66 | 1303.79 87 | 2306.72 08 | 3309.64 28 | 4312.56 49 | 5315.48 70 | 6318.40 91 | 7321.33 11 | 8324.25 32 | 9327.17 53 |
| 401.16 88 | 1404.09 09 | 2407.01 30 | 3409.93 51 | 4412.85 71 | 5415.77 92 | 6418.70 13 | 7421.62 34 | 8424.54 54 | 9427.46 75 |
| 501.46 10 | 1504.38 31 | 2507.30 52 | 3510.22 73 | 4513.14 93 | 5516.07 14 | 6518.99 35 | 7521.91 56 | 8524.83 76 | 9527.75 97 |
| 601.75 32 | 1604.67 53 | 2607.59 74 | 3610.51 95 | 4613.44 15 | 5616.36 36 | 6619.28 57 | 7622.20 78 | 8625.12 98 | 9628.05 19 |
| 702.04 55 | 1704.96 75 | 2707.88 96 | 3710.81 17 | 4713.73 38 | 5716.65 58 | 6719.57 79 | 7722.49 00 | 8725.41 21 | 9728.34 41 |
| 802.33 77 | 1805.25 97 | 2808.18 18 | 3811.10 39 | 4814.02 60 | 5816.94 80 | 6819.87 01 | 7822.79 22 | 8825.71 42 | 9828.63 63 |
| 902.62 99 | 1905.55 19 | 2908.47 40 | 3911.39 61 | 4914.31 82 | 5917.24 02 | 6920.16 23 | 7923.08 44 | 8926.00 64 | 9928.92 85 |
| 1002.92 21 | 2005.84 41 | 3008.76 62 | 4011.68 83 | 5014.61 04 | 6017.53 24 | 7020.45 45 | 8023.37 66 | 9026.29 87 | 10029.22 07 |

60, 10, 10, 7½ & 5.

Same as 55, 20, 10, 7½ & 5. 40, 25, 10, 10, 7½ & 5. 37½, 20, 10, 10, 7½ & 5. 35, 25, 10, 10, 7½ & 5.

| | | | | | | | | | |
|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 100.28 47 | 1103.13 19 | 2105.97 90 | 3108.82 62 | 4111.67 33 | 5114.52 05 | 6117.36 76 | 7120.21 48 | 8123.06 19 | 9125.90 91 |
| 200.56 94 | 1203.41 66 | 2206.26 37 | 3209.11 09 | 4211.95 80 | 5214.80 52 | 6217.65 23 | 7220.49 95 | 8223.34 66 | 9226.19 38 |

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U. S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.

507 Pioneer Building,
Seattle, Wash.

1134 Citizen's Nat. Bank Bldg.
Los Angeles, Calif.

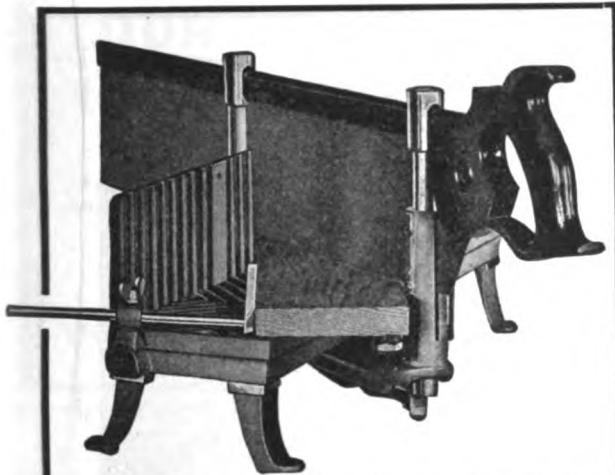


Boatmen's Bank Building, St. Louis, Mo.

388 Taylor St., corner Tenth,
Portland, Oregon.

204-207 Scott Building,
Salt Lake City, Utah.

220-225 Pacific Building,
Vancouver, B. C., Canada.



The MARSH-AYER MITRE BOX is Recognized as the Best

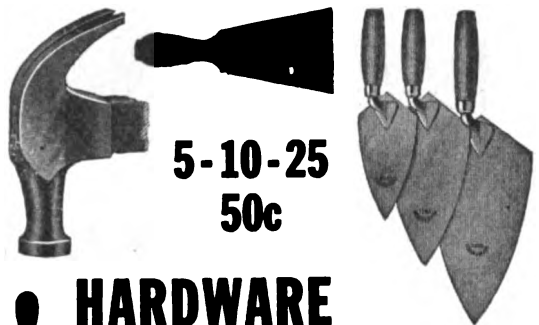
WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Turnbull & Cox.....Denver, Colorado



**5-10-25
50c**

HARDWARE SPECIALTIES

— THAT SELL —

THE
"READING LINE"

Write Today for New
Catalogue

**THE READING SADDLE
& MFG. CO.**

Reading, Penna., U. S. A.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

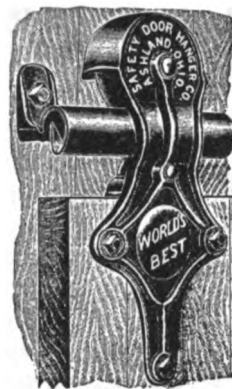
MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts



**YOU ARE RIGHT IN
RECOMMENDING**

**"WORLD'S BEST"
IN NAME AND FACT**

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the **World's Best Hangers** so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

O. N. & F. W. JONAS, Rialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives



QUALITY

You will find it in the Heart
of Every **COLUMBIAN** *Product*
COLUMBIAN ROPE COMPANY
 Auburn, "The Cordage City," New York

QUALITY, plus SERVICE, equals SATISFACTION

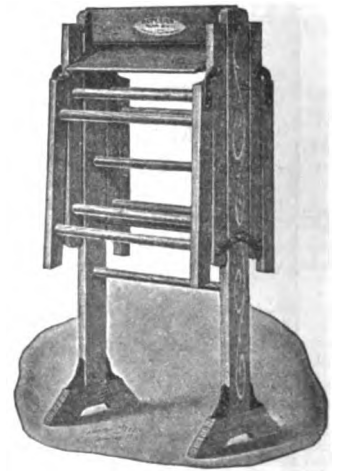


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|------|-----|-----|-----|-----|------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights, | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - **MASSILLON, OHIO**
Trade mark "Boomer" Registered—No. 58223



F. Dieckmann

Look for This
Name

The Trade-Mark of the Better Line of Conductor Elbows and Shoes—Only new material used. Made in all angles from 10 to 90 degrees of 29, 28, 26 and 24 Ga. material. Gauge is stamped in each elbow.

Are made of one piece of metal; have no seams.

All shoes have reinforced bands.

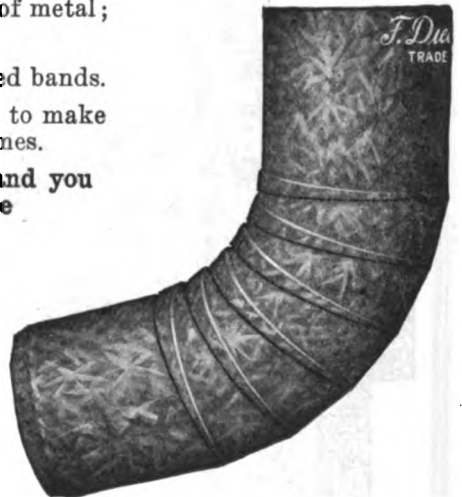
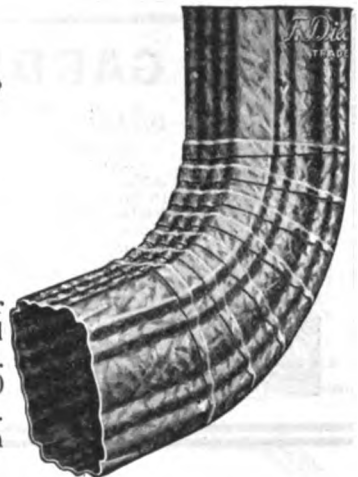
Our facilities enable us to make quick shipments at all times.

Insist on Dieckmann's and you troubles will cease

**The Ferdinand
Dieckmann Co.**

P. O. Station B
CINCINNATI, OHIO

Western Representative
GRIFFITH SALES CO.
314 Sheldon Building
SAN FRANCISCO



WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.



EDWIN B. STIMPSON COMPANY
SHEET BRASS
BROOKLYN, NEW-YORK



SHEETS

ROLLS

WIRE

BRASS & COPPER

BARS

TUBES

RODS



GARDENS — GARDENS — GARDENS



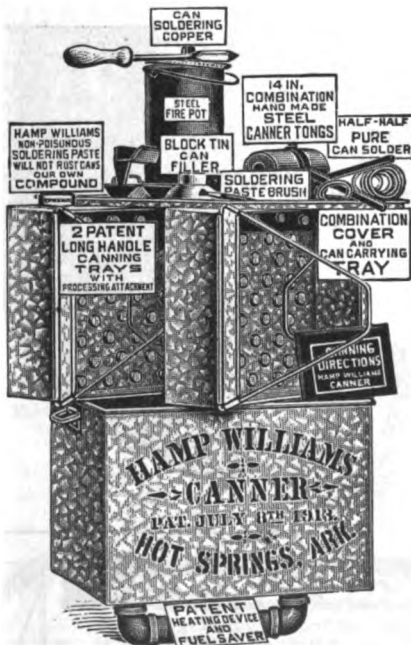
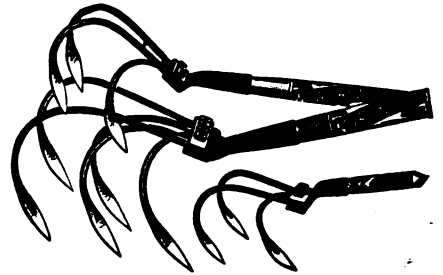
Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders. Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
 Manufacturers BUSHNELL, ILL., U. S. A.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS
HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
 Manufacturers HOT SPRINGS, ARKANSAS



Over 850,000 SATISFIED USERS

is a strong argument that women everywhere appreciate the advantages of the

Royal Self Heating Iron

Women in your town and vicinity are looking for modern labor-saving devices and we help you advertise and introduce the iron by supplying you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write us now for details—also name and address of nearest distributor.

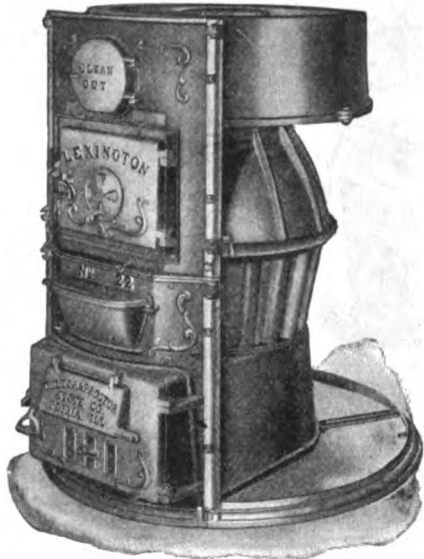
Royal Iron Mfg. Co.

553 Wayne Street . . . Big Prairie, Ohio

Everyone ^{Installing Warm Air FURNACES} Should Know

About the Practical and Exclusive Features Embodied in the
LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON? WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria . . . Established 1863 . . . Illinois

CORCO STOVE PIPE

REG-UG-REG OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Made like this

The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

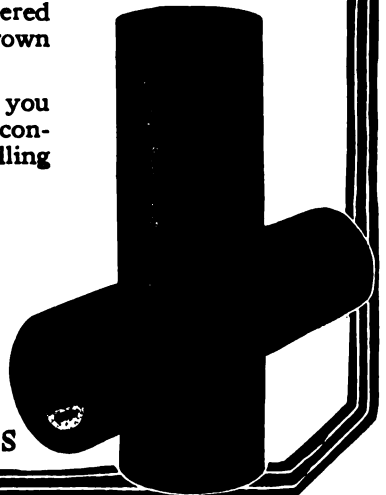
Whitaker - Glessner Company
WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this





Order Now Be Prepared

Either Pair a
Safe Choice



Each of the three,
LIGHTNING,
GEM or BLIZ-
ZARD, has served
the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! This
means easy net
profits for you.

Any Jobber
Can Supply You

**NORTH BROS.
MFG. CO.**

Philadelphia
Pa.



"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4— $\frac{1}{2}$ " Diam.

An ideal article to in-
crease the service, abil-
ity of many pieces of
furniture where Casters
are unsuitable.

They are easy sellers
and afford a good mar-
gin of profit for the
merchant.



No. 3— $\frac{3}{4}$ " Diam.

"Universal" Slides can
be attached with per-
fect safety to the most
fragile piece of furni-
ture—the unique posi-
tion of the prongs obvi-
ate the possibility of
splitting the furniture
or causing an ugly pro-
jection.



No. 2— $1\frac{1}{16}$ " Diam.

They are constructed of
high grade steel, case
hardened and neatly
nickel plated.



No. 1—1" Diam.

Made in four sizes—
Fifty sets of size one,
two, and three, and one
hundred sets of size four
in a box. At so slight a
cost you cannot afford
to pass them up.

Write for
SAMPLE CARD
No. 25 H. W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co.

BRIDGEPORT, CONN.

EUGENE C. SAUL
Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.

DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

We manufacture all grades of sliding casters



Metallic Bed Slides

Sizes: $\frac{1}{2}$, $\frac{3}{4}$, 1, 1 1/2, 1 3/4, 1 5/8, 2 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
17 State Street New York

Wood Bed Slide

These wood bed slides made to fit $\frac{1}{2}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

Sold by All
Leading Jobbing and Supply Houses

Buy a

SAMSON or ROWELL

Railway Car Mover

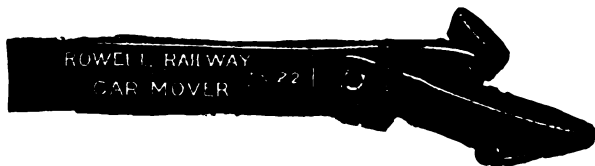
And Have a

LITTLE SWITCH ENGINE

OR YOUR OWN

Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin

PRICE EACH, \$5.00



Mason Tool Bag



We Manufacture

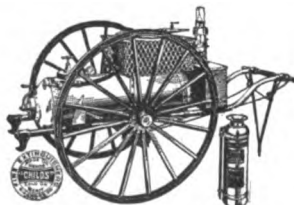
Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue

EXCELSIOR BAG & MFG. CO., Inc.

TROY, N. Y.

HARDWARE AGENTS WANTED



Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

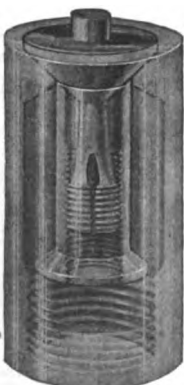
THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.
Salt Lake City, Utah



Open

Keep the Shotguns Busy



How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week 1250 shells and targets would be sold.

It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

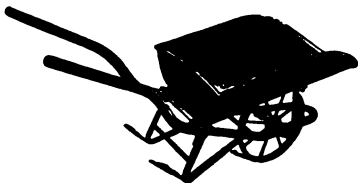
creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shoot-

ing school at Atlantic City; introducing novel and instructive features in local, state and national events and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to put across the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership,—get more guns working. If there is no club organized,—write us. Let's get busy—mark X before "Trapshooting" and "Gun Club" and mail the coupon today to Sporting Powder Division.

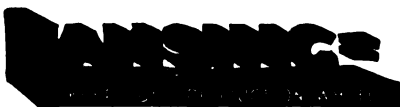
E. I. du Pont de Nemours & Co., Wilmington, Delaware
POWDER MAKERS SINCE 1802



CONTRACTORS IN YOUR OWN TOWN USE THIS BARROW.

ARE YOU SUPPLYING THEM? ASK FOR PRICES.

**WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.**



**338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.**

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 2 3/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street
San Francisco, California

The

Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith

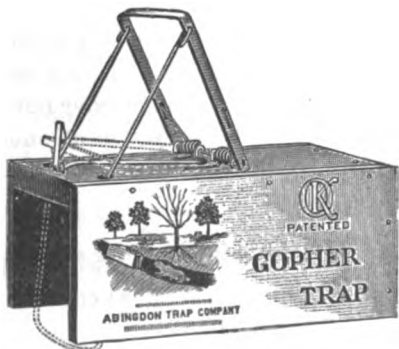
Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

Supplies



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the **INVESTMENT** down and **SALES** possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

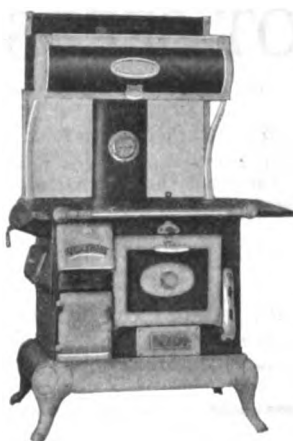
Wholesale Only

H-W-1

Here's a
Specimen

Wedgeood Range

One from a line
of 200 Models
produced by the
largest stove
manufacturers in
the west



A line that adds to the prestige of your business — that attracts new trade and holds the old customers because quality is the big factor in every range that carries the name of

Wedgeood

JAMES GRAHAM MANUFACTURING CO.
531 MISSION STREET SAN FRANCISCO



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-OO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918

TRINER UNIVERSAL HANGING SCALE



Has a heavy tin scoop 14 1/4 inches long, 9 inches wide and 5 inches deep; which holds over half a peck of potatoes or apples. No. 203-T has a white dial protected by glass and nickel rim. No. 203-T. E. furnished with an enameled dial. One scale packed in a corrugated box. Weight boxed, 5 lbs.

Write us for
Descriptive Matter.
Order Through
Your Jobber

**TRINER
SCALE &
MFG. CO.**

2714 WEST 21st STREET CHICAGO, ILLINOIS

WM. F. HORN & CO.,
Pacific Coast Representative
Bialto Bldg., San Francisco, Cal.

LOS ANGELES, CAL. PORTLAND, OREGON

WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA

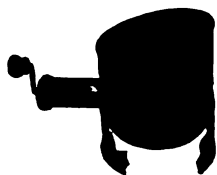
GILSON GARDEN TOOLS
Quick Sales—Liberal Profits



5 Point Scratch Weeder

GILSON GARDEN TOOLS—Quick Sales—Liberal Profits.—Liberty Adjustable Cultivator-Weeder is an implement of double efficiency which cuts the weeds and cultivates at the same time. The malleable teeth of special design make this possible. Our Scratch Weeders are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning, and will not clog. Ask your jobber. If he can't furnish information, write us.

J. E. GILSON CO., Port Washington, Wis.



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

Do You Sell Hose Menders?



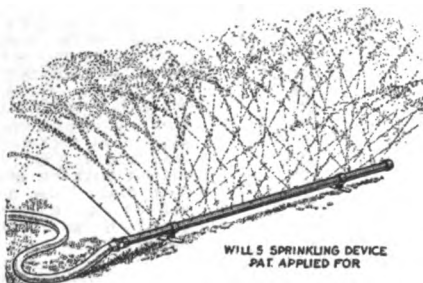
Improved Perfect Clenching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—*to-day.*

STUBER & KUCK CO.
Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



Three Superior Qualities
Durability—Efficiency—Cheapness.

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust—No Leaks—Solid standard—securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.
607 CROCKER STREET, LOS ANGELES, CAL.

Established 1902

Pacific Mercantile Agency Co.

(Starkweather's Commercial Reports)

1014-1015 Claus Spreckels Bldg., San Francisco, Cal.

Reporting Stations, Seattle, Portland, Los Angeles
and throughout the U. S.

Publishers of the **BOOK OF RATINGS**, embracing the commercial names and ratings of the twelve states of the Pacific Slope. Also the **CREDIT INFORMATION SHEET**. These publications are in general use by wholesalers throughout the United States.

CONFIDENTIAL SPECIAL REPORTS, upon the worth and responsibility of Mercantile and Private persons.

**A Mercantile Agency Service
of the First Class**

Rates \$35 to \$500 per annum.

Write for References.

1st AND 2nd AMATEUR TRAPSHOOTING AVERAGES FOR 1917
Were Won With

Peters SHELLS

The known superiority of the © brand is a factor that trap and field shooters are quick to take advantage of. Sportsmen of all classes and in every section of the country have been made strong advocates of **Peters** Shells because of their exclusive and superior features. In the 1917 trap-shooting averages, two representative shooters captured first and second honors, and both depended upon the © brand in achieving this success.

1st. W. H. Heer, Guthrie, Okla., shot at 2050, broke 1997. Average, .9741

2d. Woolfolk Henderson, Lexington, Ky., shot at 2570, broke 2502. Average, .9735

Six times in the past 8 years the Highest Amateur Honors have been won
with the (P) brand.

In the 1917 official professional averages, Mr. L. H. Reid, of Seattle, Wash., shooting **Peters** Shells has an average of .9722, winning second place, and first place over all representatives of ammunition manufacturers.

Remember the Old Saying "the Best is the Cheapest in the End" and Insist on Having **Peters**

THE PETERS CARTRIDGE COMPANY, CINCINNATI, OHIO

BRANCHES—New York: 60-62 Warren Street

SAN FRANCISCO: 585-587 Howard Street

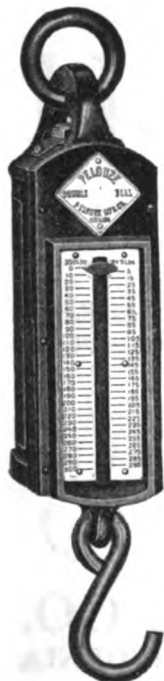
Pacific Coast Branch: 585-587 Howard Street, San Francisco

Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton

Gibbard, Spencer, Bartlett & Co., Chicago, Ill.

Butler & Britain, Inc., San Francisco

Pelouze DOUBLE DIAL Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the screw slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

Made in five sizes.

Write for discounts.

Scales of all kinds.

**Pelouze Manufacturing Co.
CHICAGO**

EWING-LEWIS CO.

Representatives

San Francisco Los Angeles

Auto-Wheel CONVERTIBLE Roadster

Patented
Nov. 7, 1916



"You'll make many youngsters happy if you handle the Auto-Wheel Convertible Roadster. What's more, you'll be happy, too, for who isn't happy when selling is brisk and profits good?"

The Auto-Wheel Convertible is two wagons in one—a Roadster and a Coaster. Every boy wants one immediately he knows of it, and our advertising in the country's leading magazines is telling millions of boys about this Auto-Wheel.

Take advantage of our advertising. Get the full facts about this wonderful wagon.

Write for catalog.

BUFFALO SLED COMPANY

Dept. A.

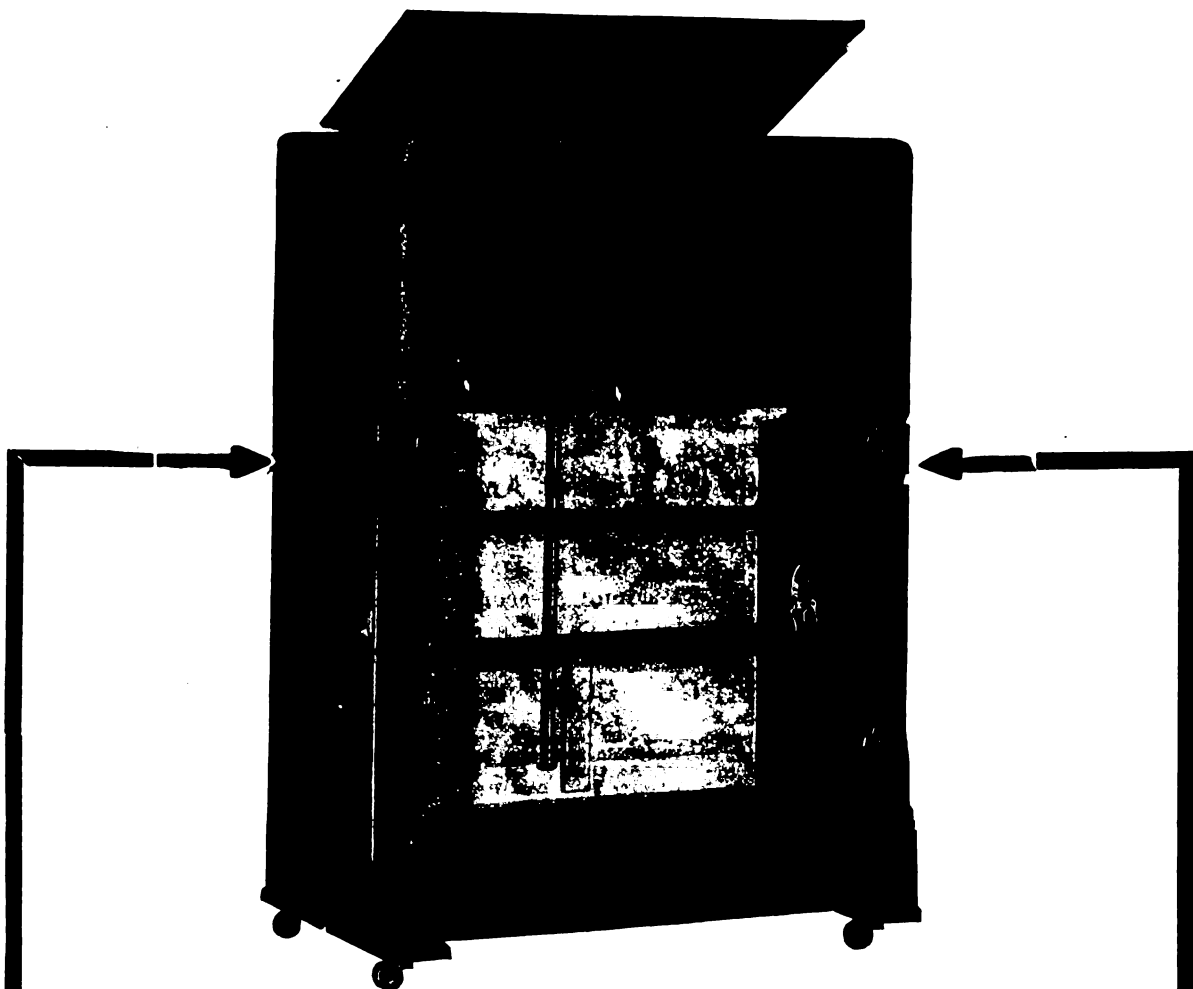
North Tonawanda, N. Y.

Factories: North Tonawanda, N. Y., and Preston, Ont.

New York Office: 108 Chambers St.

Pacific Coast Representatives: Pacific Sales Co., San Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.





THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

Whiton Hardware Co.

Jobbers Peerless Fence



This is a Real Fence of Quality

Prices Quoted Upon Application.

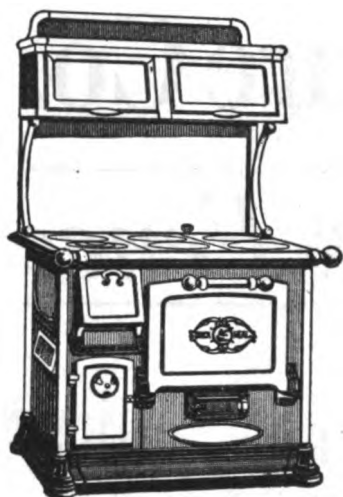
No. 03726, 26-inch; stays 6 inches apart
 No. 3726, 26-inch; stays 12 inches apart
 No. 03832, 32-inch; stays 6 inches apart
 No. 3832, 32-inch; stays 12 inches apart
 No. 03939, 39-inch; stays 6 inches apart
 No. 3939, 39-inch; stays 12 inches apart
 No. 01047-13, 47-in.; stays 6 inches apart
 No. 1047-13, 47-in.; stays 12 inches apart

PEERLESS POULTRY FENCE

No. 142514-Bar, 25-inch; stays 8 inches apart
 No. 153615-Bar, 36-inch; stays 8 inches apart
 No. 184820-Bar, 48-inch; stays 8 inches apart
 No. 206020-Bar, 60-inch; stays 8 inches apart

BUY A FENCE WHICH HAS

QUALITY and Gives Service
SEATTLE



"QUICK MEAL"

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are "Rust Proof," "Sanitary" and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

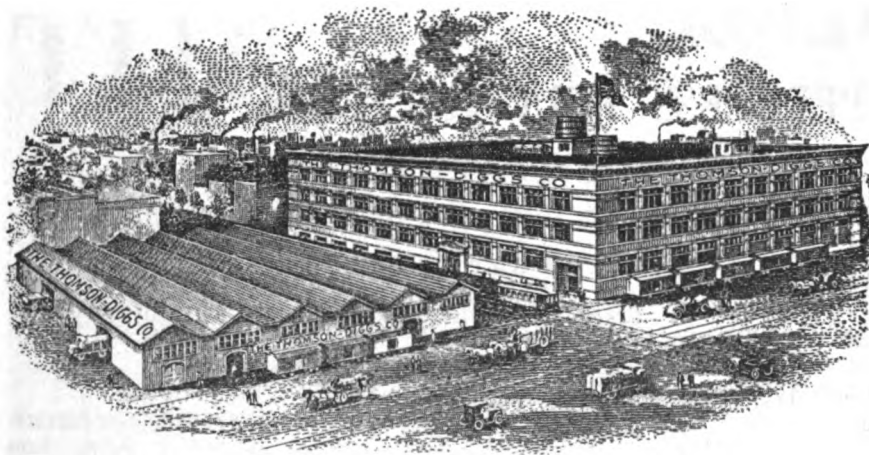
C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

BAKER & HAMILTON
Founded 1853

PACIFIC HARDWARE & STEEL CO.
Founded 1901



The Pacific Hardware & Steel Company and Baker & Hamilton announce their consolidation effective January 2, 1918, and will operate under the name

Baker, Hamilton & Pacific Company

The new firm is one of the largest wholesale hardware establishments in the United States.

The consolidation enables us to offer our customers better facilities, larger and better assorted stocks and more economical methods of taking care of their trade, which we shall endeavor to fully merit.

Exclusively Wholesale

We Solicit Your Patronage

Baker, Hamilton & Pacific Company

Seventh, Townsend and King Streets, San Francisco, Cal.

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets

==
NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF...

Garden Tools

—
Poultry Netting

—
Lawn Mowers

—
Pruning Shears
and Saws

WONDER Butter Merger

Most Phenomenal Seller of Any
\$1.00 Article in the Hardware World



Makes a Solid 2-lb. Roll out of
1 lb. Butter and 1 Pint Milk in
one minute.

And the Merged Butter is just
as sweet, firm and delicious as
the original.

This article has endorsement
from United States Government
Bureaus of Agriculture as well as
Civic and State departments.

Live Dealers, Jobbers and Exporters
Everywhere Write Us for Quotations

==
NATIONAL KITCHEN
PRODUCTS CO.

589 Howard Street
SAN FRANCISCO, U. S. A.

A. M. Holter Hard- ware Company

Established 1867

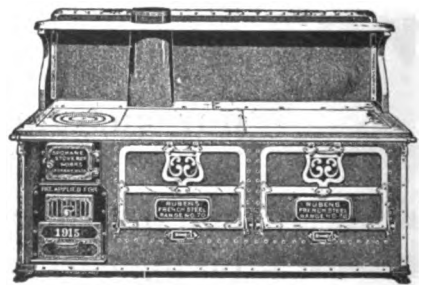
HELENA, MONTANA

==
WHOLESALE

Hardware, Sporting Goods

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

==
Mill and Mine Supplies



Spokane Stove & Furnace Repair Works, Inc.

Manufacturers and Jobbers of
Rubens and Empire French Wrought
Steel Portable Ranges for Hotels
and Restaurants

Send us all your orders for Fire-
backs, Grates, Centers, Covers,
Waterfronts, Dampers, Knobs, Stove
Putty and Stove Polish.

Complete Line Always in Stock
Jobbers and wholesalers of repairs.
We make prompt shipments.

912-914 First Ave., Spokane, Washington
Phone Main 1790

Send for our order blanks

COLT FIREARMS



On the battle-field—in the preservation of law and order—the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1917)

Pacific Coast Representative
Phil. B. Bekeart Co.
San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.



2 BROOMS IN 1

Give your customers greater value for same money. They can cut out the seams on the improved LEE as broom wears shorter and receive double service over the old style wire made broom.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

TACKS SMALL CUT NAILS

Cobblers' Nails, Glacier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.



THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

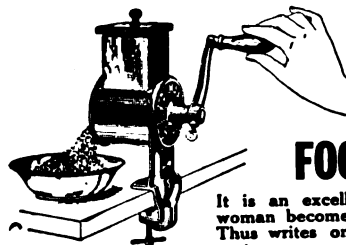
If Your Jobber Does Not
Carry It, Write Us

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET NEW YORK



We find it easy to
sell the

"Climax" FOOD GRATER

It is an excellent article and every woman becomes infatuated with it.— Thus writes one of our enterprising customers.

HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schlichter Manufacturing Co.
HAMILTON, OHIO

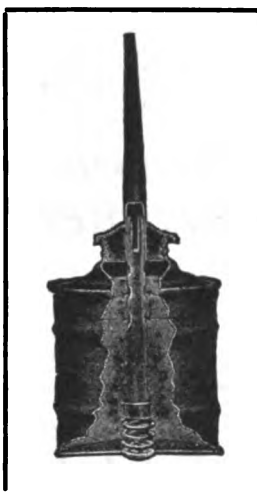
The Tritch Hardware Co.

Jobbers of Hardware

RECOMMEND

KING SPRING OILERS

*“The More
You Work the
Bottom”*



*“The Better it
Gets”*

Spout cannot lose off—held by spring.

Large openings for filling. Saves Oil.

Lithographed bright color—Will not
become lost.

Always deliver oil—Spring forces return
of bottom.

THE TRITCH HARDWARE CO.

JOBBER OF HARDWARE

Denver, Colo.

DOOR CHECKS

The Norton System of Operating Doors

The first Door Check ever made to close a door quietly without slamming was the

NORTON

made in 1880. To-day the 1918 model, with all improvements, is the Door Check you want.



Highly Efficient
Progressive
Up-to-Date
Rack and Pinion
Door Check
Full of power to close
doors and prevent from
slamming.

The Norton Liquid Door Check has taken its place at the head of the Door Check family, through pure merit. There is no more stopping the advancement of the Norton Check than there is in stopping the U. S. from winning the war—why? because—having the right principle—it is RIGHT.

SIZES AND PRICES OF THE OVERHEAD NORTON LIQUID DOOR CHECK

Besides the sizes specified for certain size doors it is good judgment to take into account the wind pressure, suction blowers, heating system by forced air, elevator draughts, etc.

| | |
|---|---------|
| Size A—Suitable for light inside and screen doors | \$ 3.50 |
| Size B—Suitable for light inside doors, 2 ft. 6 in. wide by 1½ in. thick..... | 4.25 |
| Size C—Suitable for doors 2 ft. 8 in. wide by 1¾ in. thick..... | 5.00 |
| Size D—Suitable for heavy inside or light outside doors 3 ft. by 7 ft. by 2 in. thick | 6.00 |
| Size E—Suitable for heavy outside doors 3 ft. by 8 ft. by 3 in. thick..... | 8.00 |
| Size F—Suitable for extra heavy outside doors | 10.00 |

Regular finish—Norton Maroon Bronze. Packed one in a box with screws and wrench. Checks furnished in Gold, Aluminum or imitation Bower Barff without extra charge.

SOLD BY

TRITCH HARDWARE CO.
DENVER, COLO.

**WHEN IN
THE MARKET
FOR**

ASBESTOS

**IT
WILL
PAY YOU
TO WRITE US**

We represent one of the largest asbestos manufacturers in the United States.

A full stock of

ASBESTOS PAPER

ASBESTOS ROLL MILL BOARD

ASBESTOS SHEET MILL BOARD

will be carried by us at all times. All sizes and weights.

SAMPLES ON REQUEST

**KEEP UP
YOUR STOCK
OF**

**PIONEER
ROOFING**

**DON'T TAKE
CHANCES
ON FREIGHT
TIE-UPS**

Since 1888 the people of the West have learned to rely on Pioneer Roofing. It always looks well, wears well—and is economical at first and at last. Pays the dealer a living profit.

PIONEER PAPER CO.

Manufacturers Since 1888

Hearst Building, San Francisco

247-51 S. Los Angeles St., Los Angeles



Live Jobbers

Already realize the opportunities awaiting them in the fast-growing demand for fly traps. Investigate the merits of the

Avis Sanitary Fly Trap

Before you place your order. We can give you a lot of interesting facts about them, facts that mean dollars in your pocket.

Fly traps are no longer a luxury. They fill a need in every community.

*Send for
Circulars*

Manufactured
By

A. B. Avis
Pomona, California

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



New Home of Mangrum & Otter, Inc.

Mangrum & Otter, Inc.

827 to 831 Mission Street
SAN FRANCISCO

Wholesale Dealers and Jobbers of

Stoves, Ranges, Refrigerators

**Household Goods and
Kitchen Utensils**

**FLOOR, WALL AND MANTEL
TILE OF EVERY DESCRIPTION**

Manufacturers of

**Heating Appliances
Hotel Kitchen Equipment**

Our New Building Gives Us 35% More Space to Care for
Your Requirements. Ask Us to Send You

OUR NEW CATALOGUE

IRON AND STEEL BOARD OF TRADE

THE BLUE BOOK OF CREDITS

Rating all Manufacturers, Dealers or Users of Metal, in any form, in a class by themselves.

Cut out this page and send us a copy of your Annual Statement. Do not wait for us to ask for it, send it in now and when the Credit Man has to pass on your order, your statement is available at once and saves a delay in shipment. ALL large Credit Departments check up their files yearly. No matter if you have been buying in one quarter all of your business life, we get inquiries on the Steel Corporations and the smallest Hardware Dealer, Plumber, or Tinner and may get an inquiry from YOUR Supply House on You, to-morrow.

Help Us to rate you correctly. Send in your Statement to

| | | |
|--|--|--|
| Ellsworth Bldg., Chicago, Illinois. if West of Ohio. | { We acknowledge receipt of your statement promptly. | { Woolworth Bldg., New York City, N. Y. if East of Ohio. |
|--|--|--|

IRON AND STEEL BOARD OF TRADE

JOHN W. EALY, General Manager.

Gentlemen:—The following statement of the financial condition of the undersigned is made as per inventory of....., 191...., as a basis for rating in your Reference Book.

Corporate or firm name..... { (Branch Offices at).....
(Or Stores at).....

What is your principal line of business.....

When commenced business..... Succeeded whom.....

When incorporated..... Under laws of..... State

Authorized Capital..... Amount of capital stock paid in.....

Town..... Street Address..... State..... Date.....

Officers' Names.....
(Give Titles)

Partners' Names.....

Age..... Married or Single.....

| ASSETS | | Dollars | Cents | LIABILITIES | | Dollars | Cents |
|--|--|---------|-------|--------------------------------------|--|---------|-------|
| Stock on hand..... | | | | Accounts not due..... | | | |
| Book accounts receivable, good..... | | | | Accounts past due..... | | | |
| Notes and Bills receivable, good..... | | | | Notes and Bills payable..... | | | |
| Accounts and Bills receivable, doubtful..... | | | | Loans from banks..... | | | |
| Cash..... | | | | Loans from other sources..... | | | |
| Real Estate..... | | | | Mortgages on real estate..... | | | |
| Office and Store Fixtures or Personal | | | | Chattel Mortgages..... | | | |
| Property and Fixtures..... | | | | Capital Stock paid in..... | | | |
| Machinery and Tools..... | | | | Other liabilities consisting of..... | | | |
| Other Assets consisting of..... | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| Total Assets..... | | | | Total Liabilities..... | | | |

Amount of Annual Business, \$.....

We regard ourselves worth net.....

Were you ever in business before?..... If so, where?.....

Insurance on Stock..... Insurance on Buildings.....

Give description and location of real estate.....

Mortgages or Amount Unpaid on Real Estate..... Value of Real Estate.....

In whose name standing.....

Any suits or judgments against you..... Amount and particulars.....

Did you ever fail in Business?..... If so, when, where, and how settled?.....

Bank with..... Average monthly balance.....

Did you ever Burn Out?..... If so, give Extent of Loss and Insurance.....

REFERENCES—PARTIES FROM WHOM YOU ARE BUYING

(Give 5 if possible)

.....
.....
.....
.....
.....

Signed.....

CORPORATE
SEAL



**Sell
Faster**

BECAUSE—

1. Can't turn in the hole.
2. Steel Spring Band keeps thread in perfect alignment and permits full expansion of shield.
3. No rough spots in castings.

Above features all make for a better fastening faster.

PARKER SUPPLY CO.

Manufacturers

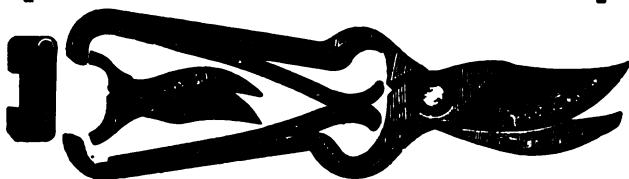
784 East 135th St.

New York

Write for the Parker Proposition

WE ARE NOW RECEIVING OUR
IMPORTATION OF

Genuine Swiss Rieser



Pruning Shears

Fully Warranted. Hand Made of High Grade Steel
All Sizes and Patterns Carried in Stock

**EXTRA BLADES
EXTRA BOLTS EXTRA SPRINGS**

OUR PRICES WILL INTEREST YOU

Granucci Hardware Co.

Importing Agents for North America

633-647 Front Street, San Francisco, Cal.



Fibrotta's

**Is the Modern Rival of
the Old Oaken Bucket**

That's why it pulls such big sales and profit. It gives your customers satisfactory service. Creates good will for you.

"Fibrotta" will not swell, warp, leak or rust. It is the perfect material for all kinds of pails.

"Fibrotta" is made of wood pulp. It is moulded into shape under hydraulic pressure. Then it is especially treated to give it a hard, glass-smooth surface. It has no seams and so cannot fall apart.

"Fibrotta" is superior to wooden ware or metal ware. In the long run, it is **always** cheaper.

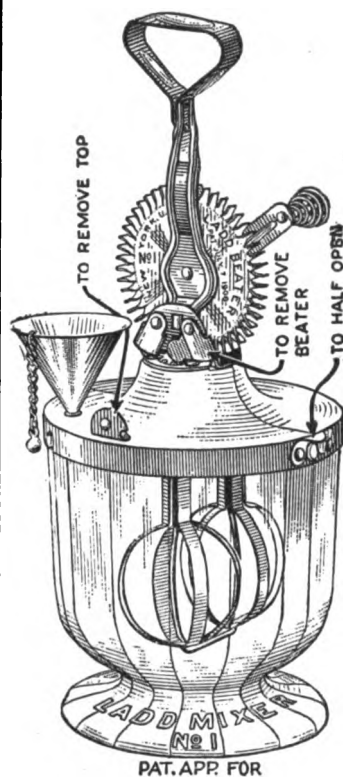


"Star" Pail

These are the points that are making sales all over the country. **You** can use them, too.

If you do not already carry "Fibrotta" or if you need more, write to-day for our latest catalog and prices.

CORDLEY & HAYES
COOLER & HEADQUARTERS
40 Leonard Street, NEW YORK CITY



The Kitchen's Most Useful Utensil

FOR WAR-TIME ECONOMIES

Ladd Mixer Churns—3 in 1

1. A **CHURN**: makes butter of large or smallest amount of cream: left-over cream is saved. Turn slowly,—makes butter in 3 to 5 minutes.
2. A **KITCHEN MIXER** for general purposes, like light doughs, griddle cakes, mayonnaise, etc.
3. **LADD ALL-STEEL**, Nickel-plated, double **BEATER** (removable). Does work in half the time: results most unusual.

All 3 for price of one good Churn or Mixer. SEE THE SALES OPPORTUNITY: EVERY HOME should have one and will.

Two sizes, No. 1, 1 qt.—No. 2, 2 qts.

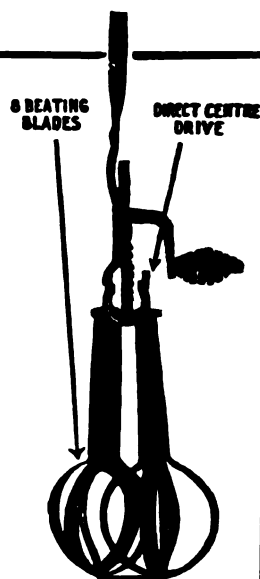
Most jobbers stock: if yours don't, write us direct, but by all means **CARRY THESE STAPLE GOODS CONTINUOUSLY.**

United Royalties Corporation ■

1133 BROADWAY, NEW YORK

Western Sales Representatives:

Omer Cox, Underwood Building, San Francisco
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, Mint Block, Denver, Colorado



Ladd Beater



Saturn
Clothes-Line
Reel



CLARK JEWEL

Oil Stoves

SAVE THE FUEL

Clark Jewel oil stoves are the most economical stoves made.

No other stove will do as great amount of cooking in as short a time and with as little fuel as a Clark Jewel.

Every one equipped with **High Speed Oil Saving Burners**. Short and close to the cooking top. **Hot flame hits vessel direct.**

Help save the fuel by selling the Clark Jewel.

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO, ILLINOIS

HOLBROOK, MERRILL & STETSON

Of San Francisco and Los Angeles, Jobbing Agents for California



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the HARDWARE WORLD. All Rights Reserved)

Volume XIII

FEBRUARY :: 1918

Number 2

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|--|---------|
| The Patriotic Business Man | 74 |
| After the War | 75 |
| Bullet Versus Buck-Shot Advertisements | 76 |
| A Word to the Clerk | 77 |
| Implements and Seeds | 78 |
| Hardware Merchants Do Good Candy Business | 80 |
| Your Sales Windows—Make Them Dividend Producers | 81 |
| Put More Enthusiasm Into Your Advertising | 82 |
| Retail Convention Announcements | 86-91 |
| Some Business Men's Wills That Have Gone Wrong | 93 |
| Yesterday and Today | 98 |
| Attracting New Customers for Accessory Lines | 102 |
| Story of Two Men, Each of Whom Bought a Business | 110 |
| Who Is Your Hardest Competitor? | 124 |
| New Goods and Specialties | 128-136 |
| Plumbing and Heating Section | 138 |
| Heads Up In Business | 140 |
| Some Things About Pipe | 144 |
| Questions and Answers | 148 |
| Be Sure Your Sales Are Not Voidable | 151 |
| AUTO ACCESSORY DEPARTMENT | 102-127 |
| RETAIL SELLING PRICES | 153 |

THE PATRIOTIC BUSINESS MAN

The part that business men are playing in America's fight for righteousness and democracy in the world, is commendable and inspiring.

There have been times when certain discontented elements expressed the view that big business men were not interested in anything but themselves and their own profit. Now this unjust criticism has been forever put to rest by the fine action of the biggest and best business men of this country.

Immediately after war was declared, great financiers and captains of industry rushed to Washington—not to get profit or gain for themselves but to work, work, work, night and day for Uncle Sam, many of them enlisting as employees of the Government at the nominal salary of \$1 a year.

In every city and town throughout the land the leading business men are busy in Red Cross work, in Y. M. C. A. war work, giving freely of their time and of their money to help this Nation.

Every man in American business should be proud of the part the business people of the Nation are playing in this great struggle.

APPLY THIS IN YOUR BUSINESS

"As a man thinketh in his heart, so is he." That was remarked long before your time or mine, but it has not lost its potency.

"You can make your business just as bad as you think it's going to be; likewise, you can build it up if your thinker isn't out of joint.

"Medical men tell us many a sick man lives to a ripe old age because you couldn't make him believe he was sick; and many a bed-ridden invalid railroaded himself there through overindulgence in imaginary ills.

"There are business men going broke this next year because they think the war is going to kill business. Their live competitors are going to swallow them up for no better reason than that their's are the healthier minds.

"Don't get panicky.

"Don't let the newspapers of your town become panicky. If they are showing symptoms, get up a delegation of your red-blooded business men to call on them and convince them that the war is making Uncle Sam the merchant of the world—without competition—and that it is up to the newspapers to smile.

"Bad weather isn't due to the war; bad weather isn't going to last forever. If there's gloom anywhere in the industry, it can more honestly be attributed to weather than to war. It'll quit raining—it always has.

"And business will be good."

There are two values in every purchase: What it saves and what it costs.

IT'S EASIER TO QUIT

One of the real reasons for direct or partial failure of many men is that of giving up or quitting too easily. When they are confronted with a task or problem which taxes their thinker, and involves considerable mental effort, if the results do not come readily and easily, they throw up the sponge—they quit. It starts with small things, a good scheme about their work, or a cleverly formed idea about some device, which if put into effect would save time, or improve conditions, etc. They make a start to work out the thought, something just doesn't jibe right or goes amiss, the scheme or idea doesn't work out readily or easily, and so they give it up. They do this a few times, and then the habit of quitting soon forms.

Not every task, problem, or scheme, of course, can be worked out to a successful end, but a good plan to adopt is that of never quitting until you have satisfied yourself that it is beyond possibility, and even then you should preserve your idea, thought, or scheme by making notes of it, and filing these away, not in your memory, but on paper. After a time, take it up again, talk it over with some fellow who you think would be able to aid you in deciding whether there is any value to it. Form the habit of sticking to your tasks, problems, and ideas until you have proved to yourself beyond a doubt that you are right in giving up.

WHAT TO CONSERVE AND ELIMINATE

Conserve food, man-power and energy; curtail overhead expense and credits; eliminate waste, unnecessary service, premium schemes and bait offers; encourage production, economy and co-operation.

These are the fundamental principles which must be adopted by business and the public to back up our President and our Government to the end that we may bring this war to a speedy and triumphant end by glorious victory for world democracy, freedom of the seas and perpetuation of American ideals.

Business men are ready and willing to make every necessary sacrifice to assure the lowest prices, largest quantity, best service and absolute fulfillment of all needs to the people of our country and those of our allies and to furnish food and other supplies to the soldiers and sailors of our country and those of our allies, to the end that efficiency and comfort may be preserved at the highest level.

Economy must prevail. It is a vital factor. Save where possible the things that are scarce. Be extravagant if desired of the things that are plentiful. Reduce the cost of necessities and cater to the whims of those who want luxuries and can afford to pay for them. Keep always in mind that our greatest patriotic duty and privilege is to conserve, curtail and eliminate.

AFTER THE WAR

Much has been said and written upon this subject, and among the many articles coming under our notice, none have carried a finer note of hopeful inspiration than this saying of Charles M. Schwab, of the Bethlehem Steel Corporation.

Mr. Schwab holds that when peace breaks out, it will herald the opening of the greatest era in constructive effort and rapid development of civilization which mankind has ever known.

"My own idea," Mr. Schwab says, "is that we are just as far from the zenith of business prosperity today on this continent as we were in 1901. This war," added Mr. Schwab, "is going to result in the world moving forward in a few years as much as ordinarily would require centuries."

Is that your idea? It certainly is ours. The stupendous efforts which the finest brains and physique of all the civilized nations are making—efforts, mark you, made for the first time in history, in scientific and world-wide organization—have aroused a consciousness of ability and power which will be the driving force of a new civilization.

Imagine what will happen to industry, to transportation, to the development of neglected lands and neglected resources, to social organization, to every phase of the organized life of mankind when the colossal powers and energies awakened by this war are diverted from destruction to construction!

Do you realize that the past three years have witnessed the first general recognition in all history of the pre-eminence of science?

Before the war the nations of the world were dimly feeling their way towards scientific methods. Now they are deliberately—nay, vehemently—harnessing science to every phase of effort and activity.

The most spectacular proof of the impetus given to science by the war is furnished by the progress of aerial transportation. Before the war we were fumbling with what were little better than aerial toys. Now we have conquered the pathless tracks of the heavens, and by so doing have annexed a new and boundless empire to man's domain.

But come down to the earth and look around you. Do you see the beginnings of a mighty procession of tractors going out from the factories to the farms all over the land? They are the answer of science to the call of the farmer to relieve him of drudgery and multiply his productive powers.

Do you not see on every hand wonderful new applications of chemistry and electricity in the founding of new industries and the making of new products? Why even the soles of your shoes are now being made of a composition hitherto unknown.

And think what is meant by the fact that ships are now being turned out by the hundreds on standardized models, instead of, as hitherto, on individual designs, each separately prepared and painfully pondered and studied.

These are but instances of the universal change and quickening.

Can you, in face of this making over anew of our whole civilization, doubt for a moment that we are at the beginning of a period of industrial and commercial activity such as the world has never seen?

Well may men of vision like Mr. Schwab declare that the coming of peace will mean the opening of the greatest era of constructive effort and rapid development of civilization which mankind has ever known.

Are you in the procession? Are you keeping your mind alert and receptive to new ideas in your business, and holding out a welcoming hand to science? Or are you one of those whom the wave of science will leave stranded on the beach of tradition, a prey to the sterile thoughts of those who fear the worst?

CO-OPERATION

The man who took the word "operation" and set "co" in front of it took the common clay of work and breathed soul into it.

Look around with understanding and you will see that Co-operation is but another and a better way of spelling "Life."

Co-operation is at once the name and definition of a power almost as limitless as space, the secret of existence, the secret of success.

Where Co-operation is suspended, Nature is but cold stone. A business without co-operation is soon stone broke.

A modern business is like a complicated piece of machinery—the smallest cog must co-operate or quickly be replaced.

He who compares life to a game of poker makes a bad mistake. No man can play a lone hand and win in the game of life.

Notice! You will find the surest path of progress, the shortest cut to success, is the fullest co-operation with those with whom you work.

The best way to break an old habit is to form a new one. If you feel that you must celebrate the coming of a new year by dropping something, let the habit of saving and buying war stamps and certificates take its place. This not only may make it easy for you to "swear off," but may give you such a practical insight into the fundamentals of finance that you will date your success from the beginning of 1918. Besides you will be helping to win the war, and every one has to help if this war is to be won by the side in which we are interested. Let Uncle Sam help you to form the saving habit.

Bullet Versus Buck-Shot Advertisements

I WAS talking to a doctor the other day—an elderly man, who remembers the past, though he keeps abreast of the present. “Things change,” said he. “Some years ago, when a person was ill, we first gave what was called a buck-shot-prescription. It contained a lot of ingredients—one for the stomach, something for the heart, also for the nerves, the liver and the kidneys.

“All the ingredients were unnecessary but one, but we hoped they would do no harm, and that one would strike the ill place and restore the patient to health.

“Now, we carefully diagnose the case. With our questions, and our instruments, and our eyes and ears, we determine the cause of the trouble and the organ affected, and we prescribe a remedy for that one organ only.

“The buck-shot-prescription has gone, and the single-bullet prescription has supplanted it.”

When you write an advertisement, Friend Dealer, whether it be a letter, a circular, a poster or a newspaper advertisement, please remember that “General Publicity,” which used to be so popular, has gone out of vogue as completely as the buck-shot-prescriptions of the doctors.

I should say, is going, for many merchants, engrossed with the details of their business, do not realize this. They write a general advertisement, covering their general line, which was good advertising a few years ago, but has little force today.

The successful advertising merchant of to-day is prone to advertise one thing at a time. And then, before writing his advertisement, he thinks out the

Points Which Will Interest the Buyers.

He don't give a hoot for the points that interest himself. He puts himself in the buyer's place. He thinks up the points he would like to know, and the questions he would ask, if he were buying—and he imparts the information and answers the questions.

Then he has a bullet advertisement. It is pointed, direct, specific. It gives the information which parties desire who need the article advertised.

It does more. It convinces them that the man who can write this information of real worth, knows enough to select the best from the many makes, and also knows enough to impart with his tongue much more information than he has written.

This inspires confidence in the dealer, and the dealer who has the confidence of his customers can well afford to whistle while he works.

You will tell the same story in your newspaper advertisements, and mention a few of the desirable articles you offer.

And what will be the result?

Your window won't be quite as showy as your show window has been, but as a Sales Window it will be a large and brilliant success. It will sell goods, and sell them right abundantly.

And as you unload your cash register you will remark—“There is a good deal in a name, after all.”

My Tuesdays are meatless,
 My Wednesdays are wheatless,
 Am growing more eatless each day.
 My room it is heatless,
 My bed it is sheetless,
 All gone to the Y. M. C. A.
 The barrooms are treatless,
 My coffee is sweetless,
 Each day I am poorer and wiser.
 My stockings are footless,
 My trousers are seatless,
 My word! How I do hate the Kaiser.

SAVING SCRAP IRON AND STEEL FROM THE BATTLEFIELDS

Considerable speculation has been going the rounds as to the amount of scrap iron and steel that is accumulating on the battlefields of Europe and how it is to be disposed of. American companies which regularly deal in such old material have for some time been looking forward to the harvest to be reaped from these battlefields after the war. These hopes have been rather rudely shocked lately by observers recently returned from the front who state that this matter is now being handled by the respective governments.

According to the systems now established in modern warfare it is stated that a salvage corps is daily going over all the ground near the battle front exposed to fire and is gathering all the debris discarded by the contending armies. None of the scrap is neglected with steel worth 2 to 3 cents per pound and copper and other metals in proportion. All the metals are taken to shops in the rear and there worked over to be cast into other various metal munitions that a modern army uses.

All the lead that is fired is practically lost as a bullet traveling at a velocity of 2,000 feet or more per second buries itself so deep into any object it hits as to be lost entirely. Other metals, however, such as tangled steel from wrecked motor cars, large pieces of shells, bits of copper, pieces of aluminum, etc., are carefully collected and later turned into usable condition.—Scientific American.

A WORD TO YOU, FRIEND CLERK

You are a hardware clerk. And, taking it all in all, you rather like it. You know the goods, their features and their prices. You know the customers and the personal qualities of many of them.

You are onto the job, you draw your money with a clear conscience, you have the good will and confidence of the boss, and everything is all right.

But when you think again everything ain't all right, and you know it full well. For when you have an earnest talk with yourself, which you occasionally indulge in, you tell yourself that your pay is small, and your prospects poor.

Honest injun, ain't that so?

You needn't hesitate to answer frankly, for I won't give you away to the boss.

Sometimes you get an impatient feeling, and half resolve to go away to a great city and become a Marshall Field. Often you think of trying some other line of work, because all around it looks as though there were other jobs with easier work, more pay and better prospects.

You hardly know what to do, and you would be willing to give a good red cent if some one would tell you.

Keep the penny, son, and listen.

All In the Man.

Stay right where you are, but become an expert. One business is about as good as another, for it ain't in the business. It's all in the man.

Let me repeat. In this great, and complicated, and infinitely difficult game of life, it is the man and not the business, which decides whether he shall play a winning or a losing game.

Please stop and dwell on that. Tell yourself a thousand times a day—"It's the man. It's the man. It's the man."

Then fall in love with that game entitled—A Clerk of Hardware. Highly resolve to become an expert, a specialist on the subject. Concentrate on it.

Cultivate a keen hunger and an omniverous appetite for knowledge of hardware, and knowledge of clerking.

Learn the makers of the goods, and what quality goods each maker makes. Get the good points and the bad points of the various kinds. Learn what they will do, how to use them, how to preserve them, how long they will last. Be an expert on this knowledge.

Also specialize in clerking. Read this paper. Buy books on clerking. Learn window dressing, learn the art of making friends. Learn that great and wonderful art of selling.

Learn to like the learning and the work. If you don't like it then make yourself like it. You can't succeed if you don't. It is a life

study, and it will take you a year or two before you begin to progress.

But progress you will, son. For that brain of yours is the brain of a god, and will accomplish the impossible.

Do these things—with enthusiasm, cheerfulness, earnestness, and no one can predict the height to which you will attain.

WHAT PER CENT EFFICIENT ARE YOU?

What is my efficiency? Am I fifty per cent efficient in my work, or am I working up to candle power and giving my employer full 100 per cent efficiency? Here is food for reflection. Many of us are prone to complain of our lack of recognition on the part of our "boss," or don't think we are receiving proper compensation for the work that we are doing. At such times, when a spell of gloom casts its shadow before us, it is time to sit up and take notice of our actual working conditions.

If we reflect carefully we generally see where by a little extra effort we could have improved the quality or the quantity of our work. The old saying "let well enough alone" is a fallacy. There is always a chance for improvement if careful thought is given to existing conditions. A little kink here and a small repair job there, if conscientiously followed up, will unquestionably add to the efficiency and operating conditions of any plant. It is the collection of little things that create the mighty whole and if one is constantly on the alert to make any possible improvement in operating conditions, or make changes ever so slight that will be beneficial, the efforts will be well spent and are bound to be recognized sooner or later.

The man who gets into a rut and stays there, and who for years will plod along in the same job, and who is generally bewailing his lot, will, upon investigation be found to invariably follow the paths of least resistance and let well enough alone. When through with the day's work one is tired and naturally wants rest and recreation, but a few minutes can be spared to thinking over the work of the day and trying to determine where mistakes have been made and where conditions could have been bettered. If this is done a new interest will be awakened the next morning and we will set about to correct our errors and put into effect such ideas as we think will be for the improvement of the work in hand, and thereby aid in bringing our efficiency up to the standard.

TARDY ADVICE

If you have a feeble-minded citizen in your community, put him in the proper institution and pay taxes cheerfully for his support. Don't dodge the issue by sending him to Congress.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

Implements and Seeds

THE hardware man who does not handle seeds—and not only handle them, but give wide publicity to the fact—is depriving himself of a very profitable side line. Not only that, but missing the sale of many farm and garden implements, for in order to prepare the ground and cultivate his crop the seed purchaser must have the proper tools, and in the majority of cases the packets of seed are but the first of a number of profitable purchases.

The main thing then is to let the public know that you have the seeds and bulbs for sale, and the earlier in the season you do this the better it will be.

A publicity plan adopted with much success for several years by the Warner Hardware Co., Minneapolis, Minn., consisted in an annual Farm Day. This was widely advertised in the local papers and those of surrounding towns, on which day they gave to every one making a purchase of 25c or more a potted fern.

They took particular pains to emphasize the fact that their supply of ferns was inexhaustible and that the person who made his purchase at 6:00 P. M. was just as sure of getting his fern as the one who came in the morning. This assurance greatly swelled the crowd of buyers, as many from the country and small towns about who could not get in early came anyway, knowing their trip would not be in vain.

This complete supply was assured by making arrangements with a local florist, so that whenever the stock ran low a new supply could be obtained at a few minutes' notice. Quantities of these ferns were displayed at a booth near the door, on one side being a big rack containing bins of bulk seeds; and on the other racks holding gay hued packets of flower and vegetable seeds, each with cards indicating the price. Another counter held bulbs, some dry and brown, others growing in glass or pottery bowls. These seeds were advertised in the same announcement that called attention to Farm Day, and every man or woman who came to get a fern thus had the seeds again called to their attention and in this manner many additional sales were made.

Smith & Cilek, Iowa City, Iowa, a progressive firm of hardware men, set aside a corner of their store for their seed department, which was as widely and frequently advertised in early spring as was their stock of wire netting and gas ranges. They specialized in bulk seeds, and on a long counter were many packages of garden and flower seeds weighed, packed and tied, all ready to take home. On this counter, too, were a number of seed catalogues for free distribution. They secured in advance from one of the big seed houses a num-

ber of these catalogues, which they mailed, with their compliments, to a number of their long established seed customers, who thus had a chance to see the latest novelties in flowers, and the best class of vegetables, and could make out a list at their leisure, which in most instances greatly exceeded that of the casual buyer. Another way in which they greatly increased their popularity among the farmers was by the purchase of a seed tester, and the insertion of a notice in the local paper:

In order to enable any farmer who wishes to be sure his seed will germinate strong, we have installed a seed tester and invite each farmer to bring in ten ears of corn he is saving for seed and let us test it.

This test is free and we will be glad to have all farmers take advantage of it.

When the farmers came in with their corn they had a chance to see the wide variety of grain seeds carried by the firm, and could not fail to be impressed with the superiority of seeds backed by the guarantee of a large and responsible seed house. The farmers' wives, too, were excellent customers, and purchased largely in flower and vegetable seeds.

They used car card advertising, especially in suburban trolleys, to great advantage. In this case of course they appealed to a somewhat different class than the farm trade, so their advertising was focused on garden and flower seeds, with particular emphasis on grass seed for the lawn. One card showed a sketch of velvety sward, and in large black letters:

Mr. Commuter.

You will need for the lawn our Champion mower, lawn rake, 3-ply hose, and good supply of our fresh grass seed. Even the stickers quoting the price of garden tools were made to do publicity work. Attached to each rake, hoe, shovel or other garden implement was a red and white sticker on which was printed:

For the Garden You Will Need:

Diamond pointed shovel; garden hand plough; cultivator; garden hose; insect sprayer; light rake; strong hoe. The price of this article is:———(Price inserted with pen.)

As the majority of these implements were carried on trolleys by the suburbanites, the stickers were read not only by himself, but by many who sat near, and served as a constant reminder of garden needs.

Early in the season bulbs should be widely advertised in the papers and complemented by an attractive display in the show window. One of the most striking and effective was that of

a large firm in lower New York in a district passed by thousands of commuters on their way to the Jersey ferries. In the center was a big doll dressed to represent a Chinese lady with paper umbrella over her head. Heaped all about her were bulbs of the Chinese sacred lily, with card: "15c each, \$1.25 a dozen." In front of her was a glass bowl with nest of bulbs with card: "Bowl (with gravel) and bulbs complete, 55c." There were also fancy boxes covered with Japanese paper, each containing three lily bulbs and gravel, and card said "Box of gravel and three bulbs, 35c."

WOOLWORTH'S IDEAS OF BUILDING A BUSINESS

Mr. Woolworth's first attempts to establish a chain of stores were unsuccessful experiments. He opened a store in Harrisburg, Pa. He placed one tentatively in York, Pa. Indifference. He invaded Philadelphia. Poor business, and closing. He marched upon Newark, N. J., with his accoutrement of useful articles at low prices. Nothing doing. Elmira, N. Y., with some results.

"I was discouraged," said Mr. Woolworth of these earlier years. "But I kept on."

These are his deductions from forty-three years as a merchant organizer and builder of the world's tallest structure:

1. "Of course you will be discouraged. But keep on."

2. "If you believe in an idea give it a chance. Some of my first stores failed because I hadn't studied the situation thoroughly. I placed my stores in the wrong part of the town. There's a right place. Find it."

3. "Everybody likes to make a good bargain. Let him. Small profits on an article will become big profits if you sell enough of the articles."

4. "I believe in doing business by and with cash. I had been in business several days before I knew how to make out a check. Large credit is temptation to careless buying."

5. "Supervise details, but don't allow them to absorb you. Don't waste the time of a high-priced organizer on a clerk's job."

6. "I prefer the boy from the farm to the college man. The college man won't begin at the bottom and learn the business."

7. "There are plenty of opportunities for young men today. Many fail because they are not willing to sacrifice. No one ever got far who was in bondage to the body. You can't build a business on thoughts of having a 'good time.'"

SOME PROGRESS

Farmer Clapole—"Has thet city feller who bought Stone's farm learnt anythin' yet?"

Farmer Sands—"Waal, he's learnt it don't do no good ter try ter make apple butter in a churn."

WAR SAVINGS

The Government of the United States of America—to give it full title and dignity—is not too proud to tax the citizens of the same land a cent or even a fraction of a cent to help to provide funds for carrying on the war. Why, then, should any citizen feel it beneath his dignity to save a cent, or even a fraction of a cent, for the same purpose?

The billions of dollars required for the prosecution of the war are made up, in the main, of contributions of very modest amounts from many sources. Compared with the small amounts thus contributed, the large contributions are negligible. It is the small savings, the little contributions to the general fund, that will win the war on the financial side.

Part of the general plan for the raising of war funds contemplates the issuing of United States War Savings Certificates, and in this way it is figured to raise not less than \$2,000,000,000. Each certificate will cost \$4.12. These will mature in five years to their face value of \$5 each, which means four per cent interest, compounded.

For the person who cannot pay out \$4.12 all at once for one certificate, stamps will be issued at twenty-five cents each. Sixteen of these stamps, pasted on a folder, plus a few cents for accrued interest, will be taken for a \$5.00 certificate. The Government does not go into providing for the saving of the initial twenty-five cents, a cent at a time, but it should be easy for any one to set some plan for this, so that even the spare cents might be made to go toward the accumulation for a single certificate.

Aside from the achievement of the immediate purpose, these war savings certificates will induce many to form the saving habit, the habit of small savings. In fact, there seems no likelihood for any one having an excuse that he cannot save when machinery is provided starting him as low as a quarter. He ought to provide his own machinery for accumulating up to that point.

Don't be ashamed of saving a cent at a time or of waiting till you have twenty-five of these to invest in a stamp. The virtue lies chiefly in the habit of saving, and where you can afford to save no more than a cent at a time, the habit may be made as strong as though you could save by tens of dollars or hundreds. The main thing is to save and to invest your savings, large or small, with the Government—which means with yourself, for you are a part of the Government.

CONCERNING DISCOUNTS

When you have money in the bank, discount your bills as fast as you like, but don't discount your future by buying beyond your means.

Hardware Merchants Do a Good Candy Business

Stock Turned Every Thirty Days

HERE is a suggestion Campbell Bros., enterprising Missouri merchants, are willing to pass along for the benefit of our readers. It is instance of where a Missouri retail merchant can really "show" merchants in other sections.

Mr. Campbell tells us there has been quite a change in the candy business in recent months, for candy has advanced two and a half times. This has practically put the 10c per pound candy out of business.

This will be confirmed if one visits the 5c and 10c stores and sees that they are now selling six ounces for 10c. What the future of the sugar market will be until the war is settled no one is able to even predict, but they are still doing a good candy business, and find their country customers greatly appreciate this department of their business.

It didn't require a large investment, on the contrary a comparatively small investment. Candy is a commodity that is turned over practically every thirty days, and they find they can keep their trade supplied with about 450 pounds of the plain ordinary sugar candy, and 100 pounds of chocolates.

Last year their candy business turned over fifteen times during the year. They tell us their experience has been that candy is not simply confined to children and ladies, but all classes and ages have a sweet tooth, and there is hardly a home in their vicinity but what keeps candy on the table to eat when the family desires a little sweets between meals.

This department has been a great help to their other business, by the mere fact that it brings a number of people to their store for candy. They have established quite a reputation for keeping pure sugar candy.

Bowling Green has a population of about

2200 people, and it also has an up-to-date candy kitchen and the usual number of drug stores who also sell candy.

Campbell Hardware Co., who handle everything pertaining to hardware, house furnishing, paints and other lines, find they can sell candy without interfering with other merchants' trade, and tell us it is a big drawing card for them.

MAKING A SALESMAN OUT OF A CLERK

(By W. F. Mellen.)

As I call on the trade, I am constantly surprised to note the difference in the clerks and their salesmanship in the various stores I visit. I find there are really few who have advanced from the stage of merely being a clerk to that of a salesman, and this condition exists in the large stores as well as in the smaller ones. Too often the clerk seems only anxious to make a sale and to do this as quickly as possible without apparently giving much thought to the needs of the customer or to the profits of their employers.

Now it is always easier to sell along the line of least resistance, or in other words show an article which is attractive in price and requires little or no effort to sell it. But this is not salesmanship. A little study of the individual needs of the customer and an earnest effort to interest that customer in an article of intrinsic worth, will not only make for a possible transaction, but if the sale is consummated, makes that customer more loyal to the store where the purchase has been made.

The majority of people prefer to buy goods of quality. Instead of giving the greater prominence to the cheaper line, a real salesman sees to it that the high-grade goods are displayed to the best advantage. He knows the strong selling points of such goods—he is always on the alert to post himself—he is enthusiastic when showing such articles.

I see no reason why the average clerk cannot make himself a salesman worthy of the name and at the same time further his own interests as well as that of the store which employs him, if he is willing to make the effort. Greater encouragement and coaching should be done by department heads towards this end. Trade papers, house organs and all educational literature should be placed in the hands of the clerks with requests that they be carefully read and studied. These will prove of great help to every ambitious man.



Your Sales Windows

Make Your Windows Dividend Producers

YOU are invited to join in. A generous award will accrue to you from the additional sales you will make. This relates to that front window of yours—erroneously called the Show Window.

Let us change it to Sales Window.

There is a good reason for this. If you have a show window, you, of course, must treat it as a show window should be treated. In other words, you show your goods in it. You put so many articles in it that the Japanese would happily term it "the window of a thousand things."

And it does make a show! There is no doubt of that. It looks well, and it is a credit to your artistic capacity of combining many things into a pleasing effect. It attracts and pleases people as they pass, and many compliment you on the striking effects you are able to get.

All this is very interesting and pleasing. The only objection is that it don't sell the number of goods it should.

Now, if you will change its name to Sales Window, you will just naturally handle it as a sales window.

In the spring, for instance, you will devote say one week to selling house cleaning goods. You will get out buckets, and scrubbers, and step ladders, and hammers, and tack-drawers, and tacks, and the various things the women folk use in house cleaning.

You will arrange these in a striking and effective manner. You will put a price card on every article, stating that the regular price is so much and the price this week is a few cents less.

You will get up various big placards, saying "Get Ready for House Cleaning." Another will state that you are making a drive on House Cleaning Helps, inviting the public to look, and see, and buy, and save money.

You won't stop there, but will get out a circular and distribute the same which states that you are making a drive on housekeeping helps, that you have a number of little inexpensive articles which are great labor savers, and that no woman should fail to come to your store and look at your goods.

SIDEWALK "COPY"

The owner of an electric shop at Los Angeles advertised his goods by painting red lines on the sidewalk in front of the store. These lines all terminated at the window, and were continued within the window by bands of red ribbon leading to representative nationally advertised goods in his line. This drew trade.

The possibilities of making the sales window of a store a good asset are often neglected. If a merchant will figure the floor space of his windows as something he pays rent for, or as a part of the investment in the building he owns, he will want to make this space profitable. Dollar for dollar, this part of his store can often be made a greater money-maker than any other space on his floor, taking the number of square feet as a unit.

Requires Study.

But making windows sell goods requires the same study and care as any of the other departments. The lighting of the window at night is very important. It is false economy to have too few lights. Should the windows be too deep for the effective display of certain classes of goods, a screen in the background can easily be arranged. A week is usually long enough for any one display to remain. It is better to vary the classes of goods shown and repeat a good arrangement after a time than to keep a display so long that it becomes stale to the passer-by.

Seasonable Goods.

It is usually well to anticipate somewhat the season in making window displays. Get people to thinking of purchasing goods at your store before they are reminded of it by displays elsewhere. Throw as much of that season's atmosphere into the trimming of the windows as possible. It is surprising how a very simple suggestion in the way of a picture or a special article will carry out an idea and make an appeal. This is especially true when the window has grouped into it articles of the same class. The merchant as far as possible should specialize his windows and not overload them with articles. Hunting trophies, war exhibits, etc., when surrounded by a line of goods, make a window which always attracts attention. The show cards furnished by the manufacturer of trade-marked lines should always be used in window displays. Where price cards are used they should be small and placed near the article itself. Enlist the interest of the clerks in window trimming. An occasional prize for good suggestions will stimulate this interest and often be productive of good displays.

Don't expect the public to remember your business too long without assistance. The public has a lot of other important things on its mind.

Today is the tomorrow you worried about yesterday.

Put More Enthusiasm Into Your Advertising

IN A recent issue of "Practical Retail Advertising," W. H. Hotchin, formerly advertising manager for John Wanamaker, New York, has an article on the "Weakness of Most Retail Advertising," which should be read and reread by every retailer. It is true, as Mr. Hotchin says, that a large portion of retail advertising is done in a perfunctory manner which fails to arouse interest, and he strongly emphasizes the need of enthusiasm in advertising so as to make it effective.

Weakness of Most Retail Advertising.

During the past few years, I have been asked to criticise the advertising of many retail stores throughout the United States. Some of it had many and serious shortcomings; but the best of it usually showed much of the common weakness, chiefly caused by a lack of real Writing Ability.

Usually the technical facts about the merchandise are intelligently stated, and, while much of the typography was frightfully bad, some of it has been exceptionally good; but almost all of the advertisements, from the East as well as the West, were written in a perfunctory and conventional manner. Only in the rarest instances did I find advertising that contained the most vital element of strength and forcefulness in securing sales results—enthusiasm.

People who might be looking for information about the particular goods listed in the advertising, might find what they wanted to know, but if no such anxiety existed before the advertising was seen, there would be slight hope of having desire aroused by such cold statements of dry facts.

One of the chief functions of advertising is to make the reader eager to see and possess the goods advertised.

Certainly there can be little hope of making your advertising bring customers to your store to buy goods, unless you develop in your readers some enthusiasm to see the goods advertised.

One fundamental psychological fact must be recognized and fully understood, before efficiently resultful advertising can be created: It is impossible to inspire an enthusiasm in the reader which did not previously exist in the mind of the writer of the advertising.

"Water cannot rise higher than its source,"—Neither can enthusiasm in the printed word rise higher than the enthusiasm in the mind of the writer.

The salesman who is listless and diffident about the goods he shows, cannot hope to arouse the enthusiasm of his customer, notwithstanding the fact that he has the full co-operation of the goods themselves, and what they may say

for themselves, when he lays them on the counter before the eyes of the customer. This valuable adjunct to his message, the advertiser does not possess. He must show his goods and their merits by word pictures alone, in most cases, and how utterly hopeless it is to attempt to create desire in the mind of the customer by merely tabulating technical facts about the mechanical form and composition of the goods.

Enthusiasm a Necessity in "Copy."

An active mentality, aided by a temperament capable of really enthusing over the real merits of the merchandise, is absolutely necessary to the production of advertising "copy" that will fully pay for the space that it occupies.

Any merchandise that does not deserve the enthusiasm of the advertising writer should never be advertised. It is sheer waste of money to fill costly, or cheap space in a newspaper, or on a barrel, with such sterile and stupid advertising.

But why should not the professional writer of advertising be capable of feeling genuine enthusiasm about any good merchandise? Why should he, or she, have the temerity to pretend to fill an advertising position, for the production of copy, if this vital quality is lacking?

How can a merchant have the effrontery to print in the newspaper the story of goods that cannot arouse the interest of his own people—particularly of one whose business it is to analyze and dig out the good points and qualities possessed by the goods.

What a frightful mistake it must be to invest the firm's money in goods that is so mean and uninteresting that nothing good can be said for it.

But what goods could it be, that thus fails to arouse the enthusiasm of the advertising writer, when it is necessary to tell people that you have it for sale? Perhaps nothing in the whole store would seem quite so commonplace and hopeless toward inspiring enthusiasm on the part of the writer of advertising as Kitchen Toweling, and yet it must be advertised at times.

Price Cutting Not Necessary.

Must we resort to a big cut in price, to make our advertising writer enthuse about it, to the point of writing an interest-compelling story about it? That would be unfortunate, for Kitchen Toweling does not carry a profit that will permit of price-cutting without the whole cut being a loss. And it isn't necessary at all, if the advertising writer has sufficient wholesome imagination to know what a housekeeper thinks about her towels and her kitchen. But most advertising writers are only able to write a piece of cold, crude copy like this:

"Linen Toweling, twilled, or plaid; 12-in. wide, 15c yd."

Can't you just see the crowds surging in to buy it!

Perhaps that homely piece of crash does lack inspiration; but why should the writer of the copy be so lacking also? Why, in such a case cannot he or she be honestly enthusiastic about what the dish towels will do in the kitchen? That is what the real writer of advertising is going to think about. For instance:

Spick-Span-New Dish Towels
Will Brighten the Kitchen—
15c a yard.

Old Kitchen Towels breed carelessness and slovenliness in those who use them. They look untidy and only give half-service. You never know when they are clean, and perhaps they never are really sanitary.

Be proud of your kitchen—not ashamed of it—when a neighbor drops in.

These Towels will put new brilliance on your China and Glass.

Crisp Glass Toweling, or sturdy Twilled Crash, at 15c a yard.

Will look fine on the kitchen rack.

If a story like that can be written about such homely and commonplace goods as dish towels, why should it not be very easy to write interesting and enthusiastic copy about the multitudes of infinitely more inspiring things with which your store is filled?

In advertising Wearing Apparel, the work is hopeless unless the writer is filled with the feeling that women will be delighted to get out of their old garments and put on these fine new things that are to be advertised. The mere technical description "damns them by faint praise." So in advertising linens, the advertising writer must be filled with the feeling of pleasure and satisfaction that will be possessed by the housekeeper when she adds her selections to her linen treasures.

Every head-line, as well as every paragraph, should express the conviction that the writer is telling about something that commanded his enthusiasm and, therefore, should win equal enthusiasm on the part of the reader when she sees it.

Stimulate Desire in Advertising.

It is the daily duty of the writer of advertising to stimulate desires for the goods he advertises, and this requires intense mental determination to effectually sell the goods advertised, by means of the words that he writes.

Measure your own copy by this test. Is this the kind of writing that fills your advertising columns?

The reader always lacks imagination, and the mere tabulating of cold, dry facts will not

get under her skin. People size up a store's merchandise according to the measure of interest in the goods which is expressed by the writer of the advertising. If the writer of the advertising is not enthusiastic about his goods, why should the reader be interested in them?

This is why so many announcements of really interesting offerings of merchandise go almost entirely to waste, in bringing people to the store. When the story of a fine offering is told in frozen words it naturally chills the reader's interest and makes no sales.

It may seem unreasonable to expect the writer of advertising to come forward with a fresh supply of youthful enthusiasm every morning, and to always write enthusiastically about "the same old merchandise" that he has been exploiting for years; but such is the absolute demand, and the positive requirement of every man or woman who assumes the tremendous responsibility of writing the daily story must bring the continuous stream of eager shoppers upon which the very life of the store depends.

THE KAISER IN BUSINESS

(By Creighton Hall.)

We cry out against the Kaiser and all that his wicked misrule stands for.

We decry the indignities suffered by the Belgians.

We lament the loss of the Lusitania's innocents. And resent the blood shed by the soldiers of France, Britain, and America.

We wonder that the German people permit this ruthless betrayer to continue his mad work.

Oh, for the opportunity to get at this evil-doer!

There is a kaiser within your reach.

The Kaiser in Business.

He greets suggestions with antagonism. Offers of assistance with suspicion.

His motto is: "Yield not the lime-light."

His famous remark, "I am boss. I am. Right or wrong."

His favorite sport: Keeping the under-dog under.

He arbitrarily dictates the wills of well-intending people, as does the German Emperor.

He, like everything inequitable and undemocratic, must go.

He will go—where Louis the Fourteenth went, where Nicholas Romanoff went, where Kaiser Bill is headed for.

It is your part to help him on his journey.

A knocker never wins, a winner never knocks.

Don't hurry if you are going in the wrong direction.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

WESTERN CANADA PROSPEROUS

Editor **HARDWARE WORLD**:

The year 1917 will be noteworthy in the history of the provinces Manitoba, Alberta, and Saskatchewan, because of the prosperity with which these provinces have been favored, and the good trade which has resulted. Conditions at the outset were none too favorable. The fall of 1916 was very wet, and farmers had difficulty in getting on the land to do the necessary amount of plowing. The spring also was late, and coarse grains especially were put in under unfavorable circumstances. Up to the first of July, however, on the whole, it seemed as if an average crop would probably be marketed. July was a very dry month, and at one time it looked as if disaster was looming in the future.

Opportune rains over most of the country, however, helped the situation and in the end a fair average crop was harvested. The crop estimate of the North West Grain Dealers' Association of November 14, 1917, was 200,100,000 bushels of wheat, 201,690,000 bushels of oats, 28,000,280 bushels of barley, and 4,209,000 bushels of flax. As to the wheat an extraordinary circumstance was that the sample is probably higher than the best for many years. The heads filled better than could possibly have been expected, and it is reliably stated that the average will run better than No. 2 Northern. This of course increases the price which the farmer can get for his grain. This price, indeed, owing to war conditions, was fixed at a very high figure (\$2.21 for No. 1 Northern) as compared with other years, by the Government, so that as a money maker the 1917 crop is a record, though in the number of bushels it does not begin to approach the year 1915. The farmers today have more money in this country than ever in its history.

The result of the conditions adverted to was shown in business done by wholesale and retail trades during the year. Spring business was first class. At times in the summer it sagged off, owing to apprehensions of a dry year, but later on and up to the present time, it has continued very good, so that merchants throughout the country can well be congratulated on the progress which they have made.

As to 1918, we see no reason why the outlook should not be considered as a very good one. The price of all grains is certain to be high. The fall has been an exceptionally favorable one for the farmers, as they have been able to work on the land up to an extraordinarily late date, plowing being practically all finished before the cold weather set in. We must of course take our chances with weather, but this country is too large now to have a universal crop failure, and even a half crop, as was evidenced this year, is a first class paying one at prevalent prices.

One noteworthy result of the large amount of money which the crops have brought to this country during the last three years has been the tendency on the part of the farmers to improve living conditions. This is shown by the fact that more heating, lighting and power plants have been installed during the present year than ever before in our history. A large amount of building has also been done. The farmer very properly, with his increasing prosperity, is using his money for the greater comfort of himself and his family. He is also buying more automobiles than ever before. I have not the figures, but the information which we have received has been that the vast majority of farmers own autos. Many of them are changing from a cheap to a more expensive machine. This has resulted in increased sales of auto accessories; also house furnishing goods have had a good sale during the present year.

The only pessimistic note in the present outlook arises from the difficulty in getting goods, and this will probably increase instead of becoming better, owing to the tremendous demand for war materials. It is a condition, however, which cannot be helped, and which we will all of us have to meet in the best way we can, with good nature and patience.

THE J. H. ASHDOWN HARDWARE CO., LTD.
H. H. Pigott.

THE WINNING WAY

If you put a little lovin' into all the work you do,
And a little bit of gladness, and a little bit of you,
And a little bit of sweetness, and a little bit of song,
Not a day will seem too toilsome; not a day will seem too long;
And your work will be attractive, and the world will stop to look,
And the world will see a sweetness like the tinklin' of a brook,
In the finished job; and then the world will turn to look at you
With a world's appreciation of the thing you've found to do.

Just a little bit of lovin' and a little bit of song,
And some pride to sort of make it straight and true and clean and strong;
And the work that you're a-doin' pretty near before you know
Will have set the world a-talkin' and you'll see that you have done
More than you had dreamed or hoped for when the task was first begun;
And you'll find the bit of lovin' you have put into the same
Has come back to you in lovin', and come back to you in fame.

EXPECT BRISK BUSINESS IN 1918

Editor **HARDWARE WORLD**:

We have been receiving some very good business of late on some special lines of new goods and on regular lines of goods, some of which are being used by the Navy and Army Departments of the Government.

Were it not for these special lines together with our export business which has been coming along very nicely our domestic business would not be as much in volume as we would like to have it be.

It is rather hard to describe the outlook for 1918. We do not believe that many of the jobbers are loaded up with big stocks. Our opinion is that they have been buying more from hand to mouth for the last three or four months and we do not see how the demand is going to be decreased any for the next several months. Furthermore, we believe that prices on all hardware articles, tools, etc., will have to be maintained and we are thoroughly in sympathy with the idea of the jobber and the dealer buying conservatively because that reacts favorably for the manufacturer in these times when labor is so hard to get as it is in Bridgeport.

We think it would be well for merchants to bear in mind that most all lines of hardware and tools are going to be difficult to obtain in large quantities at short notice during the next year or two; in fact, during the duration of the War. Therefore, reasonable allowance should be made by the jobbers in ordering from the manufacturer.

On the other hand, we do not wish to influence the jobber to buy up and put in stock large quantities more than their normal requirements.

We believe business during 1918 will be brisk and that prices on many articles will go higher than they stand today.

Very truly yours,
THE BRIDGEPORT HDWE. MFG. CORP.
Harry B. Curtis, Treasurer.

A "MILK TOAST"

"Drink to me only with thine eyes
And I will pledge with mine"—
There's not a drop in the wide, wide state,
And we cannot pledge with wine.

"Leave but a kiss within the cup,"
Where yesterday there fell
The bubbling spray that symbolized
The dreams your charms impel.

"Drink to me only with thine eyes"—
Soberly love and die,
Or pledge our troth in a glass of milk;
For it's dry, my love, it's dry.

ABOUT LIBERTY BONDS

The questions most commonly asked about the Liberty Bonds are thus answered by an official bulletin:

Q. Do I have to hold my bond until the date it is due before I get my money back?

A. No; you can sell your bond any time you desire. There is always a ready market for United States Government bonds.

Q. How can such a sale be made?

A. Any bank, trust company, reliable bond dealer, or broker will be glad to sell your bond for you at any time.

Q. If necessary, could I borrow money on these bonds?

A. Yes; United States Government bonds are the best security which can be offered in borrowing money. They will obtain for you the best terms possible. Ask any bank, if you desire to borrow money on your Liberty Bonds.

Q. Do I get any interest on my money while it is loaned to my Government?

A. Yes; the Government will pay you interest at the rate of 4 per cent a year.

Q. How do I collect the interest?

A. Attached to each bond is an engraved sheet of interest coupons, one for each six months' period. When the interest date arrives, you cut off the interest coupon of that date and take it to any bank, where it may be cashed or deposited.

Q. How often do I get this interest?

A. Every six months. This interest will be paid to you during the life of the bond.

OPPORTUNITY FOR AMERICAN MANUFACTURERS IN SOUTH AFRICA

One of the **HARDWARE WORLD** subscribers in South Africa, advises us that he wishes to get in touch with manufacturers of all classes of American tools, agricultural implements, glassware, enamel ware, padlocks, wrought iron, cast iron hollow ware, electrical goods, brass foundry, garden implements, etc.

For reasons of his own he does not desire that his name and address be published, but any literature or data that is sent to us, we will forward to him.

If large catalogs or literature is sent, please include foreign postage for forwarding.

There is also a good demand for fancy leather goods, including ladies' hand bags, suit cases both leather and fibre.

Mail may be addressed to the offices of the **HARDWARE WORLD**, indicating that it is to be forwarded to our South African subscriber.

Ambition, like alfalfa, with determination for moisture, can be cut down often, but is always growing deeper.



NATHAN ROBERTS
Secy. Nebraska Assn.



ARTHUR J. SOOTT
Secy. Michigan Assn.



A. R. SALE
Secy. Iowa Assn.



H. O. ROBERTS
Secy. Minnesota Assn.

A quartette of veteran and thoroughly efficient secretaries, with the "Roberts" as "end men." They are every one veterans in the work, and are actuated solely by a sincere desire and purpose to promote the interests of the retail merchants, and their respective communities. Each of their associations has been of great benefit and is deserving of the fullest support.

CONVENTIONS THIS MONTH

Nebraska Retail Hardware Association Convention, Lincoln, Feb. 5, 6, 7, 8, 1918. Nathan Roberts, secretary, Lincoln.

Wisconsin Retail Hardware Association Convention, Milwaukee, Feb. 6, 7, 8, 1918. P. J. Jacobs, secretary, Stevens Point.

Iowa Retail Hardware Association Convention and Exhibition, Des Moines, Feb. 12, 13, 14, 15, 1918. A. R. Sale, secretary, Mason City.

Michigan Retail Hardware Association Convention, Saginaw, Feb. 12, 13, 14, 15, 1918. Arthur Scott, secretary, Marine City.

North Dakota Retail Hardware Association Convention, Grand Forks, Feb. 13, 14, 15, 1918. C. N. Barnes, secretary, Grand Forks.

Illinois Retail Hardware Association Convention, Hotel Sherman, Chicago, Feb. 19, 20, 21, 1918. L. D. Nish, secretary, Elgin.

Minnesota Retail Hardware Association Convention, St. Paul, Feb. 19, 20, 21, 22, 1918. H. O. Roberts, secretary, Metropolitan Life Building, Minneapolis.

Missouri Retail Hardware Association Convention, Art Building, St. Louis, Feb. 19, 20 and 21. Headquarters at Marquette hotel. F. X. Becherer, secretary, St. Louis.

Ohio Retail Hardware Association Convention, Columbus, Feb. 19, 20, 21, 22, 1918. James B. Carson, secretary, Dayton.

South Dakota Retail Hardware Association Convention, Mitchell, Feb. 25, 26, 27, 28, 1918. F. J. Shepard, secretary, Mitchell.

ADVERTISING

Advertising isn't writing a world-beating announcement the first time, nor waiting until everything is perfect before beginning, says James H. Collins.

It's making a start somehow, and writing a better ad the second time through experience of shortcomings in the first, and doing better the second year, and hitting a good pace and getting second wind, and then—going on and on, and on.

If a customer is disposed to argue, instead of looking for arguments, look for points upon which you can agree.

SALESMEN PLUS ADVERTISING WIN

Salesmen are important and necessary, as is conclusively proved by the fact that two men working in like territory, under like conditions, produce different results. But just because the salesman brings home the bacon, we must not conclude that he originated, killed and cured the pig, states a real advertiser.

The selling plan that depends wholly upon salesmen and ignores advertising, is about as sensible as the man who walks up ten flights of stairs when the elevator is running. And the salesman who thinks he is "the whole works" should remember the frog who tried to be as big as the bull—he made a bull but not the kind he intended.

"Save the waste; control the taste;
Eat corn bread and rye;
Meatless days, wheatless days;
Eat less cream and pie.
For the allies' sake, cut out the cake;
Save food and win, or die;
Keep fighters fit—this your bit—
That is the reason why."

The inclination to buy gradually oozes out of people who have to stand around a long time waiting for a clerk.

Every store has a reputation, just as every man has one. This reputation is the result of the store's policy and advertising.

EXPECT A GOOD YEAR

Notwithstanding the crop failure, which we had to contend with, our business has been very satisfactory, and the holiday business exceeded our expectations. We look forward to a good year in 1918.

We read the *HARDWARE WORLD* every month, and could not get along without it.

HAVRE COMMERCIAL COMPANY,
Per T. J. McDonnell, Hardware Department.



L. D. NISH
Secy. Illinois Assn.



P. J. JACOBS
Secy. Wisconsin Assn.



O. N. BARNES
Secy. N. Dakota Assn.



JAMES B. OARSON
Secy. Ohio Assn.

What we have said on the preceding page applies with equal force to this quartet of efficient secretaries, who are elected not because of their "pulchritude" which even the members of their respective families will admit, but because they do with their might what their hands find to do. They each want to see a big attendance at their conventions this month.

HACKLEY'S STORE NEWS

This is the title of the store paper issued at Earl Park, Indiana, by Earl Hackley.

He terms it "a live message from a live store." It contains not only items of local news with reference to people of his community, but a number of articles of a general nature that make it in demand in his community.

The only criticism, if such is permissible, we might offer Mr. Hackley would be to feature more of his products.

In the issue recently received he only was featuring a hot blast air tight stove. We believe there are other seasonable lines he could profitably use, which would not detract from the newsy appearance of his publication.

The local time tables, the want advs. and for sale notices are a prominent feature, and this is something other merchants could use in their store publications.

As you are a part of the Government of the United States, lending to the Government is lending to yourself. Prepare to lend yourself one of the next issue of Liberty Loan bonds. And, by the way, we heartily echo the suggestion that this next issue be called a "Victory Loan."

If you guarantee an article, don't hem and haw if it comes back. Say, "Glad you brought it back!" and smile. That is the way to win when you lose.

A TOAST TO THE FLAG

Here's to the Red of it—
There's not a thread of it,
No, nor a shred of it
In all the spread of it
From foot to head.
But heroes bled for it,
Faced steel and lead for it,
Precious blood shed for it,
Bathing it Red.

Here's to the White of it—
Thrilled by the sight of it,
Who knows the right of it
But feels the might of it
Through day and night;
Womanhood's care for it
Made manhood dare for it;
Purity's prayer for it
Kept it so White.

Here's to the Blue of it—
Heavenly view of it,
Star-spangled blue of it,
Honesty's due of it,
Constant and true;
Here's to the whole of it,
Stars, stripes, and pole of it—
Here's to the soul of it,
Red, White and Blue.

MEN SHOULD SKIP THIS

A little girl wrote the following composition on men: "Men are what women marry. They drink and smoke and swear, but don't go to church. Perhaps if they wore bonnets they would. They are more logical than women, also more zoological. Both men and women sprang from monkeys, but the women sprang farther than the men."

SURE TO MAKE BETTER MERCHANTS AND SALESMEN

The HARDWARE WORLD is a great help to every merchant and salesman who reads it. It is bound to make him a better merchant, and a better employee.

Idaho. POTLATCH MERCANTILE CO.



FRED GRIEBENOW
Pres. Wisconsin Assn.



E. M. HEALEY
Pres. Iowa Assn.



E. K. EVENS
Pres. Minnesota Assn.



F. C. THORPE
Pres. Missouri Assn.



C. H. ROBINSON
V.-P. Illinois Assn.

Here is where the "ornamental" as well as usefulness is apparent. It is known that each of the first four have one or more "Vices," but one Vice to four men is sufficient to make public at this time.

SECRETARY JACOBS SAYS

Another year of high and even higher prices on some lines will prevail. There will be a more pronounced shortage on some goods. The longer the war continues, the less the chance for a big, sudden collapse of prices. Wholesale as well as retail prices will become more fixed and uniform. This is no time for speculation, nor for starting new stores or enterprises, but stock should be kept well assorted to supply local demands. To be out of staples may mean a permanent loss of customers. Merchants who have made no money in the past two years cannot hope to survive the times that are ahead of them.

Co-operation is in favor, and the character and sentiment of the people is changing. Establish friendly business relations with your competitors; it surely does not need any argument to convince one of the wisdom and advantage of doing this.

Inventory.

A great many of our members are making inquiry as to how to price their inventory this year. Believe if we take the cost marked on the goods (except on staples such as nails, wire, bolts, screws, etc., which should be priced at the present market) we can't be far out of the way. Goods that were bought at a low price and have been in stock a long time are slow sellers and should not be inventoried at present high prices. Ask any merchant who ever had a fire loss, what part his inventory played in his settlement with the insurance company, and he will tell you that there is no other record in your store so important as an inventory, well taken, every year. Inventory is no longer dreaded by merchants as it was years ago, and, if properly systematized, can all be gotten out of the way in two weeks. Give each one of the boys a clip-board with inventory sheets and have them turn these sheets in to the office every night to be extended. Never

re-write your inventory. Save the original sheets in the handwriting of your help. Bind them all in a book, number each sheet and carry the footings of each sheet forward to the last page instead of forwarding from one page to the next. It is much easier to correct errors this way and there is not the possibility of an error that there might be in bringing footings forward from page to page.

Income Tax.

A new war income tax law goes into effect January 1, 1918, and every merchant must file a report before March 1st. The law is not entirely clear, and, therefore, the Government expects to send one or more men into each county, whose duty it will be to assist you in making your report, have you swear to the returns, and take your money.

To fill out this blank it will be necessary to have your last year's inventory, to which will be added your purchases for 1917. This will show what you have put into the business. To your sales, both cash and credit, for 1917, add this year's inventory, which shows what comes out of the business. The difference between the two is your gross income. From this deduct running expenses and losses and you get the net income. If you have a record of your purchases and sales, both cash and credit, also of all items of expense, you will not find it necessary to employ experts nor subscribe to any expensive service to make up this report. This income tax will most likely continue for years. The incompetent merchant, or any firm with a poor system of keeping business records will find trouble ahead.

"IT"

They told him it was quitting time.
But he forgot to quit—
Boss needed a new manager,
He said to John, "You're 'IT'."



JAS. P. BROWN
Pres. Illinois Assn.



JAS. W. TYRE
Pres. Michigan Assn.



HOMER P. SMITH
Pres. Ohio Assn.



H. M. KIRK
Pres. Penna. Assn.



OTTO SOUGSTAD
Pres. N. Dakota Assn.

Five more handsome executives, who will be seen in action, and who will give a good account of their work at their conventions this month.

BETTER ACCOUNTING METHODS

A new hour has struck in the annals of American business. Heretofore, we have been an easy-going happy-go-lucky sort of people. The word "Economy" had no very important place in our business organization, we simply spent the money for the things we needed in our business and added enough to our selling price to cover the cost, and went merrily on our way, but the War has been working some wonderful changes in our midst.

We have clothed our Government with a new power never before dreamed of, viz.: The power to regulate business methods, dictate prices, and to place a limit on profits. In addition to this, we are becoming acquainted with a new, and in most respects, a very equitable method of taxation, namely: The Income Tax and Excess Profit Tax.

Heretofore, it has been the practice of the manufacturers, wholesalers and retailers to pass his taxes on to the ultimate consumer in the shape of higher prices, but the Income Tax was designed to forestall in a large measure this practice.

While the conditions just cited are to a certain extent War measures, they are really forerunners of a new order that will prevail after the war. In that new order of things, the common man will speak through his representative in Washington and our Government will modify many of the War measures and make them permanent regulations.

The American business man must prepare to know accurately, the cost of doing business, the gross profits and the net profits of his business. To have this information, he must perfect his bookkeeping system, so that he will know, not merely the amount his customers owe him and the amount he owes his creditors, but also the amount of all sales, accurate detail of expenses, gross profit and net income.

We realize that many business men do not know how to keep books, neither are they able to employ an expert accountant to open their books nor a bookkeeper to keep them.

Elsewhere in this issue you will find advertised a Simple Accounting System for Merchandising, which has been designed to meet the conditions enumerated above.

CONVENTION SEASON IN FULL BLAST

We go to press with our issue this month too early to publish in detail the meetings of the various hardware conventions which will be held in all sections of the West. In fact, it would require an issue several times the size of the **HARDWARE WORLD** to publish all the addresses that have been delivered.

The conventions as a whole have been well attended, and the interests of the retail merchants and the problems confronting them discussed and many acted upon. Altogether the benefits derived have been most advantageous to the merchants attending these conventions.

The question box which was a feature at most of the conventions greatly increased the interest.

There was never a time when it was more important for merchants to consult and advise with one another than at present. There is nothing that will take the place of the annual gatherings of the retail merchants for the discussion of the problems which vitally affect the welfare of each.

SENSIBLE

Jones was observed to be paying no attention to his instructor, who was telling a large class in agriculture how to protect plants from frosts, so the instructor said sharply:

"Jones, tell the class which is the best way to keep the March frosts from the plants."

"Plant them in April, sir," was the ready reply.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



F. X. BECHERER
Secy. Missouri Assn.



G. A. PAULY
Prominent Mo. Man



C. S. ROBERTSON
Pres. Pac. Northwest



M. D. HUSSIE
Of Omaha



W. P. LEWIS
Secy. Penna. Assn.

Messrs. Becherer, Pauly and Hussie have each served their state and national associations well. Mr. Robertson is the new president just elected at Spokane, and Mr. Lewis is the live wire of the Keystone state.

UNITE WITH THEM

If you were the advertising manager of a manufacturer, Friend Hardware Dealer, with a big arm chair in a comfortable office, you would have two general lines of work to perform.

One would be to advertise in newspapers and periodicals, giving arguments to consumers why they should purchase the goods made by your house. There would be a lot of work and study connected with this. Consumers would want to be reached by the right kinds of papers, and these papers should contain the right kinds of arguments. At the bottom of every advertisement would be a line asking people to get the goods from their local dealers.

Then, you, as advertising manager, would have another kind of work which had to do with retail dealers. For this you would scheme and plan and think and contrive how you could help the retailers sell your goods.

Believe me you would do some thinking.

You would get out posters for them to hang in their stores, you would get up outdoor signs. You would get up post cards with catchy advertisements, and envelope stuffers, and circulars, and booklets, and novelties, and perhaps some cheap gifts.

Some dealers would "unite" with you in this good work of selling. They would write you stating what they desired, and how many, and would assure you that they would distribute them to the best advantage.

You would warm up to these dealers—for there would be few of them, I am sorry to state. You would be liberal to them to a degree. You would encourage them by helping them all you could, and every reasonable request they made of you would be complied with.

You would watch them with interest, hoping that this intelligent work on their part, and this liberal furnishing of advertising matter, would help sales mightily, not only in the goods

advertised, but on all the goods those wise dealers handled.

If I were a retail hardware dealer I certainly would "unite with" the manufacturers of the goods I handled, to help in the good work of selling.

I would write to them. I would state that I believed in advertising, and believed in pushing the sales of the goods I handled, and would like to push the advertised goods. I would ask them what they would do to help me, and when they replied I would accept their advertising, and would put it out with care and diligence—and keep doing so right along.

I would work hand in glove with them, believing that it would increase my sale of the goods advertised, and also increase my general business.

THESE SHOULD BE YOUR SENTIMENTS

A correspondent sent us this:

This is my war. The kaiser is my enemy. Every one who believes in the kaiser, who favors the kaiser, who does the kaiser's bidding, who helps the kaiser in any way, is my enemy. On my faithfulness, loyalty, industry, skill, thrift, self-denial, co-operation, efficiency, earnestness, zeal, belief and honesty depend the outcome of this war. It will be won or lost by me. Each night when I lie down to sleep I shall say: "This is my war." Every morning when I awake I shall say: "I must fight every minute of this day with all the strength and purpose I possess to win." Democracy is my right. I must defend and establish that right at all times and against all odds. I believe that only with this full sense of my individual responsibility shall I be able to do my full duty as an American Citizen.

Economy lies not in the price paid for an article, but in the quality and service secured at a given price.



W. J. DEERING
Atlantic, Iowa



J. M. CAMPBELL
Bowling Green, Mo.



CHARLES IRELAND
Ionia, Mich.



L. O. ABBOTT
Marshalltown, Iowa



H. F. KRUEGER
Neenah, Wis.

Speaking of veterans in Association work, here are some who helped to lay the foundations on which have been built successful organizations. Each has served in various capacities, and just as ready to "do their bit" any time they are called upon.

ORIGIN OF POPULAR SAYINGS

All of us frequently use expressions of which we do not really know the meanings. Did you, for example, know that noon is the traditional hour for a wedding ceremony because in the olden days in England the bridegroom could not be relied upon to be sober any later in the day than this hour?

Did you know that the word "tip"—meaning a fee given to a servant—is made of the first letters of the phrase "to insure promptness," and that the inscription used to be on money boxes in every tavern in which travelers dropped their coins, which later were divided equally among the servants?

Did you know that when we say that we give a person the "cold shoulder" that it was because of a custom once prevalent in France of serving a cold shoulder of mutton instead of hot meat to a guest who had stayed longer than he was welcome?

Did you know that an unmarried woman is called a "spinster" because in olden days they were prohibited from marrying until they had spun a full set of bed furnishings, and because of the time they thus spent at the spinning wheels were called "spinsters?"

Did you know that in the olden days a baker who gave short weight had awful things happen to him, and, consequently, when called upon for a dozen rolls he put in an extra one, to be on the safe side, thus, the phrase "baker's dozen" was originated?

And did you know that in primitive days a newly married man had to wait upon his bride and serve at her table on his wedding day? Thus the word "bridegroom" came into the language.

REGULAR RATES

Traveler—How much is my bill? Clerk—What room? T.—I slept on the billiard table. C.—Fifty cents an hour.

PROMOTION

(By Edgar A. Guest.)

Promotion comes to him who sticks
Unto his work and never kicks,
Who watches neither clock nor sun
To tell him when his task is done;
Who toils not by a stated chart,
Defining to a jot his part,
But gladly does a little more
Than he's remunerated for.
The man in factory or shop
Who rises quickly to the top
Is he who gives what can't be bought,
Intelligent and careful thought.

No one can say just when begins
The service that promotion wins.
Or when it ends; 'tis not defined
By certain hours or any kind
Of system that has been devised.
Merit cannot be systematized.
It is at work when it's at play,
It serves each minute of the day;
'Tis always at its post, to see
New ways of help and use to be.
Merit from duty never slinks,
Its cardinal virtue is—it thinks.

Promotion comes to him who tries
Not solely for a selfish prize,
But day by day and year by year
Holds his employer's interests dear.
Who measures not by what he earns
The sum of labor he returns,
Nor counts his day of toiling through
Till he's done all that he can do.
His strength is not of muscle bred,
But of the heart and of the head.
The man who would the top attain,
Must demonstrate he has a brain.

A crooked salesman travels a straight road
to the rubbish heap.



PATRIOTIC HARDWARE EMPLOYEES

Patriotism is a vital factor in the make-up of every good hardware man, and we presume that there is no institution in the country but that has contributed its quota.

The Union Hardware & Metal Co. of Los Angeles, one of the largest and most progressive institutions of the kind in the West, recently celebrated service flag day, dedicating a flag to the boys formerly in their employ, who have enlisted in the service, some 23 in all.

Vice-President E. O. McLaughlin sent a letter to their former employes on "Liberty Duty," assuring them of their approval of their patriotism, that their positions would be open to them and a warm welcome await their return.

Those who have enlisted and are now in the service are: R. A. Bruce, Compton Douglas, Henry Cottave, J. L. Denholm, James Duncan, W. L. Folsom, Alonzo Guirado, R. E. Hayes, Wm. F. Hayes, James Manwarring, J. C. McAleer, Edw. H. McLaughlin, Oran L. McPherson, H. A. Meyers, D. A. Neville, James Roberts, Edw. R. Rohr, T. B. Sanderson, Edw. B. Seheller, R. B. Simpson, Sidney Smith, Leo. M. Sullivan, J. L. Turner, John R. Whitham.

EASY

The lieutenant was instructing the squad in visional training.

"Tell me, Number One," he said, "how many men are there in that trench-digging party over there?"

"Thirty men and one officer," was the prompt reply.

"Quite right," observed the lieutenant, after a pause. "But how do you know one is an officer at this distance?"

"'Cos he's the only one not working, sir."

Marshall Field said: Don't let the profit on your Turnovers be eaten up by the loss on your Leftovers.

NOW, NOT AFTERWARDS

I suppose when I'm dead that people will come
And say while in sorrow they bow:

"There was something about her I rather liked,"

But I wish they would tell me so now.

Perhaps they will talk of my eyes, of my hair,
The neighbors may even allow

My expression was sweet and I smiled when I spoke,

But I wish they would tell me so now.

They will say, "She always was happy and bright,

And don't you remember, dear, how
She ever was ready a kind word to give,"

But I wish they would tell me so now.

And those who were nearest and dearest to me,
In anguish of heart will bow,

"My God, how I loved her! I loved her, oh, God!"

But I wish they would tell me so now.

—NANNO WOODS.

HARDLY

"Are you fond of literature?" he asked.

"Passionately," she replied.

"Then you must admire Sir Walter Scott," he exclaimed with sudden animation. "Is not his 'Lady of the Lake' exquisite in its flowing grace and poetic imagery?"

"It is perfectly lovely," she assented, clasping her hands in ecstasy. "I suppose I have read it a dozen times."

"And Scott's 'Marmion,'" he continued, "and 'Peveril of the Peak!'"

"I just dote upon them," she replied.

"And Scott's 'Emulsion?'" he continued hastily, a faint suspicion dawning upon him.

"I think," she interrupted rashly, "that it's the best thing he ever wrote."

SOME BUSINESS MEN'S WILLS THAT HAVE GONE WRONG AND WHY

(Copyright by Elton J. Buckley.)

Several months ago I wrote an article for this series on "Why a Business Man Should Make a Will." Of course everybody with anything to leave should make a will. But particularly a business man should make one, because leaving a business behind is a very different proposition than leaving stocks and bonds. Stocks and bonds will stay put—they are the same in one hand as in another—but a business has got to be safeguarded or it will pretty soon destroy itself.

But just as important as making a will is to make the right kind of a one, and that usually means not a home-made will. This article will tell of some business men's wills that went wrong and why.

Case No. 1.

A man with a prosperous wholesale business, but not very good health, got into a controversy with his wife. He wanted to tie his business up so that she could not get any of it after he died. This task he thought he could accomplish for himself, without a lawyer, so he drew up an agreement selling his business to three of his employees. It was not to take effect until his death, and meanwhile he was to run it and have the proceeds of it, just as if the agreement had not been made.

He died. The business was his most valuable asset. The three employees came forward and claimed it under the agreement. The widow contested, on the ground that the agreement, since it was not to take effect until his death, was really a will. Being a will, it was not operative because no man can will his property away from his wife. She is entitled to her third or her half, whatever the law of that particular State gives her. She won the case, and her dead husband probably turned in his grave if he knew how completely his carefully concocted plan was destroyed.

He could have easily accomplished his purpose by incorporating his business, or by transferring it to the three employees before his death. For while a man may not will his personal property away from his wife at his death, he can sell it or give it away from her during his life.

Case No. 2.

In this case the owner of a retail business, also at enmity with his wife, sought to prevent her from participating in his estate by making a home-made will, leaving his business to his son. This will ran afoul of the same legal principle described in Case No. 1, viz., that a man may not will all his property away from his wife.

The father should have given the son a bill of sale of the business while he was alive.



THE PROUDFIT CARRY ALL

It is an indestructible, light weight and practical traveling salesman's case, equipped with a loose leaf catalog binder and provision for carrying of price lists, order blanks, and other necessary stationery and records.

The case is made entirely of sole leather and thin steel plates put together with rivets and heavy machine sewing. It is practically indestructible and will last a lifetime.

Has Large Carrying Capacity

The Proudfit Carry-All opens and closes as flat as a bound book. Its carrying capacity is only limited by the expansion of the case. It binds on less than 1/2-inch binding margin—and in construction it is simplicity itself. It adjusts itself automatically to any required size up to the capacity of the binder. It is made of Oak or Hemlock tanned sole or strap leather.

Carry-All Binders Made to Order

Carry-All catalog binders are made to order to the individual requirements of any jobber, wholesaler, manufacturer or retailer whose salesmen are required to carry large catalogs.

We can fit and shape the Carry-All to suit the individual requirements of any and all classes of sales books, catalogs and other printed matter.

We make Proudfit Binders for every conceivable purpose, including loose-leaf binders, large and small, for all books used in an office. Let us solve your catalog carrying and office binder problems.

Write at Once for Prices and Complete Details

Proudfit Loose Leaf Co.

Division and Prescott Streets
Grand Rapids, Mich.

Case No. 3.

A Massachusetts hardware wholesaler had four children, of which one was a scapegrace son. The other three were daughters and the son had been intended by the father to succeed him in the business, until he started on a sporting career and did about every evil thing that an ingenious and unscrupulous youth could do. The father then crossed him off his books. When he died it was found that his will remembered the other three children, but totally ignored the son. The latter contested, invoking a principle of law in Massachusetts (also in force in California, Michigan, Minnesota, Missouri, Texas and Washington) that a child omitted from his father's will will still share in the estate unless it appears very clearly that he was omitted intentionally. In other words, if there is any chance whatever that the omission could have been accidental the omitted child is always given the benefit of the doubt and takes part of the estate.

Here the court decided that the evidence of intentional omission wasn't strong enough, and the boy got what his father had never intended him to have. It could have been prevented had the father said in his will that he was cutting his son off for misconduct.

Case No. 4.

The owner of a large retail store had no wife and family. He was very fond of his head clerk and made up his mind to remember him handsomely in his will. He accordingly made a will leaving him a half interest in his business. Sometime later he discovered that the clerk was not all he thought he was, and while he still kept him in his employ, he resolved to cut him out of his will, so he wrote this letter to his lawyer: "I would like to add a codicil to my will as follows: 'I leave the half interest in my business instead of to——, to——.' Make it as strong as possible, as I wish——"

to have it now. Will you have it done as soon as possible and let me sign it at once?"

The lawyer, negligent, like many another, never carried this instruction out. He put the letter in a pigeon hole of his desk, meaning to attend to the matter soon. Meanwhile the retailer died. Notwithstanding the existence of clear and direct evidence of his intent to change his will, the court held that the codicil did not revoke the will and was not valid. The clerk who had been tried in the balance, found wanting and rejected, nevertheless got the half interest of which the employer thought him unworthy. Of course the remedy here was obvious—he should have seen that his lawyer did the work he was told to do.

Case No. 5.

A man had three of his sons in business with him. He had made a will before they had been in the business very long and really before he had thoroughly tried them out, leaving them each a one-third interest. After they had been working under his eye for about two years he demonstrated to his own satisfaction that while they were all good clean fellows, two of them were unfit to handle money, being easily tempted to put money into wildcat investments.

He accordingly sat down one day, took out his will and made lead pencil memoranda on it which completely changed the plan of distribution. Instead of the business going to the three sons share and share alike, it went to the son who had stood the test and the other two were given the income of other portions of the estate. He did nothing more with his will until his death.

The estate got into court, and it was decided that "lead pencil alterations to a will are merely tentative and deliberative, and give no evidence that they represent the final wish." The lead pencil alterations, which really did represent the final wish, were rejected and the business went to the sons in equal shares. Here again the father must have turned in his grave.

"US" Enamelware

Largest line of WHITE LINED Enamelware in America.

Eight different color patterns, including white and white.—All Import Shapes—Electrically welded spouts and handles.—NO RIVETS.—Triple coated.—Acid proof.

Every Piece Guaranteed

Write for New Catalog and Prices.

UNITED STATES STAMPING COMPANY
Moundsville, W. Va.

SAN FRANCISCO, CALIF.
83 2nd Street

PORTLAND, OREGON
Central Bldg.



Illustration shows our 10-qt. Seamless Combinet, with improved flange cover.

WESTERN REPRESENTATIVES OF THE U. S. STAMPING CO.

In order to take care of their increased trade throughout the West and far West, the U. S. Stamping Co. have established sales offices on the Pacific Coast, of which G. M. Vinton, 312 Central Building, Portland, Oregon, is their representative for the Pacific Northwest.



G. M. VINTON

Mr. Vinton has been connected with the U. S. Stamping Co. for ten years, and Mr. Robbins was formerly engaged in business in Spokane, Washington. It is their policy to work closely with the jobbers throughout the West, and either Messrs. Vinton or Robbins will be glad to give full information to our Western readers, or send catalogs and prices in case they are not able to secure the products of the U. S. Stamping Co. from their jobbing connections.



J. FRANK ROBBINS

J. Frank Robbins has charge of their San Francisco sales office, 203 Aronson Building.

Both Messrs. Vinton and Robbins are well known to the trade as being thoroughly informed men. It is their sales policy to sell the products of the U. S. Stamping Co. to the jobbing trade only.

The U. S. Stamping Co. are one of the largest manufacturers in the country, making eight different patterns of enamel ware, including a complete line of hospital and surgical types of plain white ware.

Subtract no minutes from your employer's time, but grudge not a few added moments if thereby customers be multiplied.

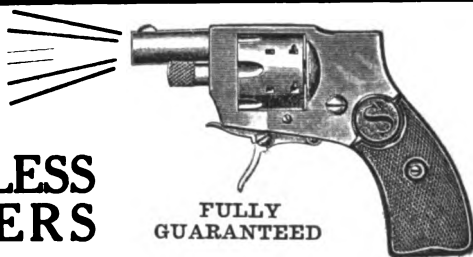
If you don't like your work or your fellow workers change your job because you are rocking the boat and delaying progress.

PREPARE!

GET MORE BUSINESS — STOCK

"BABY" HAMMERLESS REVOLVERS

Trade Mark Reg. U. S. Pat. Off.



First aid to the automobilist when threatened by a hold-up man. A vest-pocket edition of the best type of modern revolver. Shoots 22. caliber short, rim fire cartridges. Six shot. Positive fire. Four inches long. Weight six ounces. Equipped with folding trigger, interchangeable parts, and new patented one-piece main and trigger spring.

TO DEALERS: Ask your jobber or write

R. F. SEDGLEY, Mfr., 2311-13 North 16th Street, Philadelphia, Pa.

THE AD AND THE MAN

(By James J. Montague.)

He saw an ad from day to day
 And muttered: "I defy it;
 Their stuff may be just what they say,
 But I'm not going to buy it."
 As time wore on he made remarks
 It would not do to mention.
 For he was mad because that ad
 Was forced on his attention.

But in a week, or two, or three,
 He said: "There's no denying
 The way that ad gets hold of me
 The stuff may be worth trying."
 For just about a fortnight more
 He dared mere words to win him,
 And then the ad completely had
 Aroused the spender in him.

Next day he drifted in a store
 And quietly expended
 A few big iron dollars for
 The stuff the ad commended.
 He found it filled a long felt need;
 Its excellence surprised him,
 And now he's glad because the ad
 So deftly hypnotized him.

Be fair to yourself and to your business by
 fitting in to the scheme of business procedure
 of which you are a part.

TRUTH WINS IN THE END

Truth is the foundation of everything. Business must be built on truth. Every right move is inspired by truth. The fact that we exist and that creation is scientifically perfect is absolute truth. Life is based on truth. Just as important for success in business is it that such business be conducted on truthful lines.

A false move, a lie, a subterfuge, an imitation, or a deception of any kind in business may yield a temporary profit but every such transaction is a prop removed from the support of that business and the foundation must eventually crumble and the business fail.

Truth is a divine attribute and every human being is endowed with truthful instinct. Falsehood is of man's making and is at best a temporary bulwark which offers defense for the moral coward. All men are hard pressed at times and this false bulwark offers easy defense. How much better at such times is it to stand upon a truthful platform and take temporary defeat and loss, confident, however, that permanent victory is assured because we know that in all things, eventually and without exception, truth wins.

Add to your knowledge, kindness; to your ability, helpfulness; to your service, patience—and the next thing you know the proprietor will do his part by adding to your salary.



BRIER HILL STEEL CO.
 OF CALIFORNIA



STEEL SHEETS
ALL KINDS

Stock or Mill Shipments



WRITE FOR PRICES
WE WILL DO THE REST



Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

SUCCESS—FAILURE

Two shabby men sat beneath an oak tree in a public park. So engrossed were they in conversation they did not notice nearby a well-dressed gentleman sat listening to what they said.

"You!" exclaimed the elder of the two, "You should today be a success. You were given an education superior to that received by the most fortunate. You have traveled the world over. The great have been your associates. You were born with a gigantic fortune back of you—yet you confront me a failure."

"Of course I am a failure," answered the younger man. "My life has made me a failure. I have possessed everything. I never had to strive. But you—you should be a success. You have had to develop—to fight to exist. And you confront me a failure."

The stranger leaned toward the two men.

He said, "Your arguments prove conclusively that circumstances have little to do with success—or with failure—and that the individual largely determines his own destiny."

The world hates a pessimist as much as he hates himself.

ANTHEM

(By Kenneth G. Morrill.)

God of all peoples, whose hand and will guideth
The infinite numbers that answer Thy call,
Strengthen us now to this full understanding:
All men above self—Great God above all.

Help Thou our faltering footsteps to raise
A man-made democracy—Charity's kin—
To know Thou alone the Omnipotent Ruler!
To lend of our might, other Freedoms to win.

As our purpose is threefold—three colors the
flag,

Which we raise up, our standard, in battle,
in peace.

Our battle, the downfall of unhallowed might;
Our peace, lasting Right, and Thy spirit's
increase.

God of all peoples whose will and hand guideth!
May we who imbibe of Thy freedom not fall;
But carry it onward in full understanding:
All men above self—Great God above all.

Good nature always pays big dividends in a
hardware store.

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO

359-365 Monadnock Building

SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



YESTERDAY AND TODAY

Yesterday the wrist watch was the fad of sissies and today it is the necessity of soldiers going to battle.

Yesterday Uncle Sam was smashing the railroads into small units and today he is preparing to operate them as the largest trust in the world.

Yesterday it was fashionable to see how much you could waste and then indirectly brag about "the things one really and truly must have to get on with," while today multi-millionaires are eating corn bread.

Yesterday all the blatherskites pointed to big business such as Bethlehem Steel and Baldwins as a public menace, but today we hail them as saviors of our country.

Yesterday hundreds of men I know or know about were earning with their brains tens of thousands of dollars for themselves every year, whereas today they are toiling for Uncle Sam at two cents a week.

Yesterday it was a crime for the United States to own a merchant marine, today a Philadelphia shipyard is preparing to build fifty great ships at a clip, so that we may have a merchant marine.

Yesterday it was the fashion for the vast majority of people to spend every cent they earned, but today ten million people own Liberty Bonds—mostly paid for out of savings.

Yesterday we couldn't possibly get on without limited railroad trains, yet today we feel no fatal sensations when those costly luxuries are not running.

Yesterday a girl paying-teller in a bank would have caused a mild riot, but today women are in the bank, breaking stones on the railroads, conducting trolley cars, making big shells for our troops, running elevators in office buildings and playing messenger boy.

Yesterday we put more money in alcohol twice over than we put in all public education, as men, and a few women, too, couldn't seem to live without John Barleycorn, and yet today

our liquor bill has been cut in two without a major surgical operation.

Yesterday we taxed ourselves heavily to feed and maintain in semi-luxury or at least full comfort thousands of crooks, thieves, counterfeiters and murderers, but today some sensible communities have set this parasite class to work.

Yesterday we depended upon Germany for a lot of drugs and dyes which today we are duplicating—only making better ones.

Yesterday we simply had to eat steaks and chops three times a day, but now we find less need for doctors and fewer calls upon our bank accounts when eating meat but once a day.

Yesterday the farmers apparently were raising all the food they could make mother earth produce, nevertheless on clear call from Dame Necessity the farmers added a cool billion bushels of grains to our supply.

Yesterday the mossbacks yelled that 300 ships of war were too many for a nation certain never to have another fight, but now we find 1000 such ships too few, when we have a war.

Yesterday you just couldn't be content without a joy ride, eating up precious gasoline, but you reduced mileage on the average by 40 per cent and still survive the shock.

Yesterday we had to have our dinner-plates flanked by sugar bowls, but today when the big hotels dole out one lump of sugar for each cup of coffee we do first rate and still save over 50 per cent in sugar.

That's what necessity does for us.

You never can tell. By tomorrow we may have made sufficient progress to be able to dine without the din of a brass band at our elbows.

If you don't like the music of a hammer, don't carry one.

It is not the mistakes we make that retard us, but our inability or unwillingness to learn the lessons that these mistakes teach us.

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

Mistakes are largely the result of ignorance, and it is a man's own fault usually that he is ignorant. The man who wants to know is the man who finds out.

The nuggets of success do not lie scattered about the surface of the business gold mine. Work—hard, relentless pick and shovel work—alone unearth life's greatest prizes. Quit scrapping over the surface of your business chances. Quit remaining content with the pay dirt on the outer edges of your commercial prospect. There IS a nugget in every opportunity if you only delve deep enough to get it, and don't merely dig without aim or method.

LOYALTY

This is no time to quibble or to fool;

To argue over who was wrong, who right;

To measure fealty with a worn foot-rule;

To ask: "Shall we keep still or shall we fight?"

The Clock of Fate has struck; the hour is here;

War is upon us now, not far away;

One question only rises, clarion clear:

"How may I serve my country, day by day?"

Not all of us may join the khakied throng

Of those who answer and go forth to stem

The tide of war. But we can all be strong

And steady in our loyalty to them!

Not with unfettered thought, or tongue let loose

In bitterness and hate—a childish game!—

But with a faith, untroubled by abuse,

That honors those who put the rest to shame!

There is no middle ground on which to stand;

We've done with useless pro and con debates;

The one-time friend, so welcome in this land,

Has turned upon us at our very gates.

There is no way, with honor, to stand back—

Real patriotism isn't cool—then hot;

You cannot trim the flag to fit your lack;

You are American—or else you're not!

—Paragraphs.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$33.00

Jobber's Assortment (12 Doz.).....\$13.99

Open Stock, all colors, per gross.....\$14.40

3% Freight allowance, F. O. B. N. Y., 3% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

RUBBERSET

(TRADE MARK)

PAINT BRUSHES

are selling so rapidly that our factories—the largest in the world—are taxed to the utmost. But no matter how great the demand may be we will never sacrifice for mere volume, one single detail in the superior quality which gave RUBBERSET Brushes

The Gold Medal

highest award for brushes at the
Panama-Pacific Exposition

This award *proves* RUBBERSET best. Are you pushing the best and best selling brushes?

RUBBERSET COMPANY

(R. & C. H. T. CO., Props.)

Factories - Newark, N. J.

Pacific Coast Branch, 682 Mission Street
San Francisco, Cal.

Full Toilet Brush Line Carried at San Francisco Branch. Write for Prices, Catalog, Etc., on Shaving and Paint Brushes



QUALITY

PAINT

PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

THE BRININSTOOL CO.

LOS ANGELES.

Manufacture A Complete Standardized
Line of High Grade Paint Products

Your Profits War Tax Excess Profits Tax

easily determined with our Simple Accounting System for Merchandising.

**No Knowledge of Bookkeeping
No Experienced Bookkeeper Required**

This Simple System shows, Purchases, Sales, Cost of Goods Sold, Gross Profit, Cost of Doing Business, Net Profit, Cash Received and Checks Paid Out, Expenses and Daily Bank Balance.

A Complete Exhibit or Book of Instructions goes with each System, showing the actual forms used and giving complete directions for making entries.

Price of System \$19.85

The Exhibit will be sent to any merchant upon receipt of \$1.00, this amount to apply on price of System when purchased.

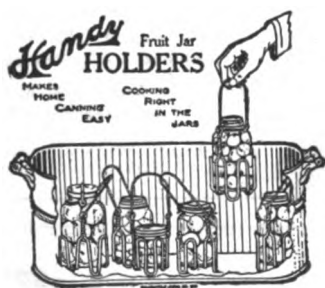
FREE CONSULTATION PRIVILEGE.

Every Purchaser of our Simple Accounting System for Merchandising is entitled to the privilege of consulting our System Service Department, concerning any of his bookkeeping problems, absolutely free of charge.

Charles R. Hadley Company
MANUFACTURERS
COMPLETE BOOKKEEPING SYSTEMS
LOOSE LEAF DEVICES

134 N. Los Angeles Street, Los Angeles, California

Prepare Early For a Big Sale of Canning Supplies This Year



Our article was in large demand and proved a repeater last season. Increased output and central location enables us to fill orders promptly.

Write for Prices and Sample

The Handy Manufacturing Co.

Maritime Building
Seattle, Wash.

208 North Wabash Avenue
Chicago, Ill.



**JAMES S. HINKLEY, A MAN ATTUNED TO
HIS WORK**

The fact that James S. Hinkley, Advertising Manager of the Geneva Cutlery Co., was born on Thanksgiving Day, 1890, is not the only reason for his helpful and optimistic attitude and, while his anniversary does not always occur on Thanksgiving Day, yet he is far more fortunate than if it had been on the 29th of February.

But it does not take a national celebration to make him thankful even though it did start him out in a correct attitude of mind as a miniature American citizen weighing three pounds, but he has gained 4½ pounds every year since that date.

During his early years he had about as much love for life in the public schools as the average youngster, and after successfully overcoming all difficulties to the time when he had spent two years in the high school of his native town, he found that a certain professor would not resign, after a misunderstanding, and so to end things to the satisfaction of every one, he resigned himself.

This willingness to make sacrifices that others may benefit is one of Mr. Hinkley's attributes to this day and "sacrifice" is his middle name.

At the time of this critical event in his life, he was but 14 years old, and immediately secured a position as office boy in the superintendent's office of the Reading Hdwe. Co. in his city.

From that time, August 1, 1916, when he joined the staff of the Geneva Cutlery Co., Mr. Hinkley was connected with one or another of the builders' hardware manufacturing concerns in Reading, Pa.

After a year as office boy, upon the advice of the superintendent, he entered the pattern

making department to learn the trade, and although he never worked at this trade as a journeyman, the experience obtained in the department was of invaluable help in his later work, in the hardware line.

After three years in the pattern shop, he found that the brass filings, which were ever present in the department, were injurious to his health, and upon request was transferred to the finished goods department in the same plant.

At the end of two more years, Mr. Hinkley accepted a position in the superintendent's office of the Penn-Hardware Co., of the same city, and after spending a year there was transferred to the catalog department to assist in the compilation of a new catalog which the company was preparing at that time.

It was here that he got his first taste of the advertising and sales end of the business and from that time applied himself to the study of the work.

Mr. Hinkley is a firm believer in the advertising of trade marked goods, and has made an exhaustive study of the relation of the jobber and retailer in the selling and distributing of the manufactured output. Although at present connected with a firm who manufactures razors exclusively, he has kept in close touch with the hardware trade in general.

Like all other active men, he has his hobby, which he turns to good advantage. Mr. Hinkley has made a study of the piano and organ, and during the past nine years has held the position as organist and choir master in various churches, both in Reading, Pa., and in Geneva, New York.

FIFTY-FIFTY

A man went to Louisiana on a visit to a certain colonel there. It was bedtime when he arrived at the house, and as it happened that there were no mosquito-curtains to his bed, he suffered severely all night long. When the following morning the negro servant came into the room with water and towels, the unhappy victim asked why there were no mosquito-curtains in the room.

"Doesn't the colonel have any in his rooms?" he finally inquired.

"No, suh," replied the negro.

"Well, how on earth can he stand it?" said the visitor.

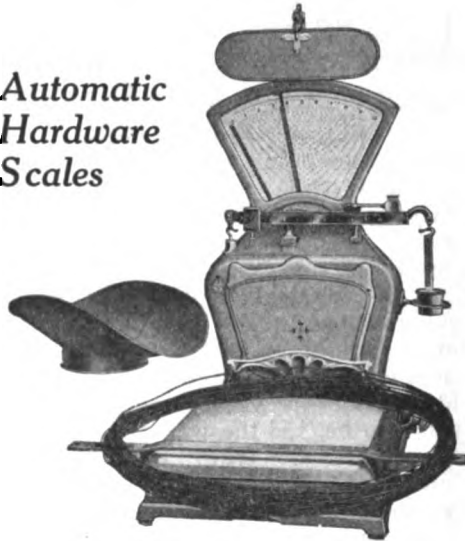
"Well, suh," came the reply, "I reckon it's jes' dis way. In de fo' part ob de night de colonel's mos' gen'ly so 'toxicated dat he don' pay no 'tention to de skeeters; an' in de las' part ob de night de skeeters is gen'ly so 'toxicated dat dey don' pay no 'tention to de colonel."

The only reason some men are not gluttons is because they are dyspeptics.

Use the Automatic Way
Via

DETROIT

Automatic
Hardware
Scales



The Automatic Way is
**ACCURATE FAST
EFFICIENT**

The Merchant of today weighs in the Automatic Way because it eliminates the risk of loss, both to his customer and to himself.

He gives a square deal and gets all the profit from every sale. With the high prices of today Hardware Sales, Hardware Turnovers, have advanced by leaps and bounds, but have your Profits? Every time a weight is approximated, every time a price is mentally calculated the risk of loss is doubled.

LET US send you one of our Profit Percentage Charts—a postal will bring it, without obligation on your part.

Detroit Automatic Scale Co.
DETROIT, MICH.



ATTRACTING NEW CUSTOMERS FOR ACCESSORY LINES

You've been doing business for a number of years and while a good many customers come to your store during that time, your business didn't seem to grow. You got along fairly well, but somehow you just couldn't get ahead as fast as you would have liked, says Auto Suggestions.

You let things take their course. If new customers came to you, well and good. If you lost old customers, "well, it couldn't be helped—just had to be," is the way you figured.

Now is that really true? Have you done all you could?

Customers you now have will not always be with you. Some will move out of the community—some will die, while others will go to your competitors in spite of all you can do to hold them.

What are you doing to recruit others to fill their places?

The man who gets the business today is the one who does something different than his competitor and can show a good reason why he is the one that should have the business.

Wouldn't it be a good idea, therefore, to look out for new machines—new motorists who move to your city. Make arrangements with a Clerk in the Secretary of State's office for a list of all the new licenses in your city with the names of the owners, including the suburban owners and farmers. This can be done with little expense and will pay you big.

The new owner will be easier to secure as a customer than the old one. The old one is accustomed to trading at a certain place, while the new motorist will very likely buy where he is invited—therefore, make your invitation appealing.

Have some advertising cards or postal cards printed, the former you could enclose with a letter. In addition to the article you are featuring on the card, print a little street map showing the vicinity and location of your store. Make it easy for people to find you. Get the manufacturer to help you. If the manufacturer understands you are in earnest, in most cases he will go 50-50 with you.

Make your store the headquarters for the motorists of your town. Have on tap all kinds of information. Get them into the habit of coming to you for anything they want to know, and in your advertising run a line to the effect that they may call you up and consult you on any matter whatsoever.

A Good Suggestion.

As a means of attracting attention run a bargain sale now and then for a whole day or certain hours during a certain day. Sell gasoline at a bargain price, although it is well not to go below cost. A small accessory case beside the curb pump will put a few touring accessories where they can't help but be seen by the motorist.

Change these accessories frequently, and the curb man should be instructed how to sell them. He should bring the motorists' attention to some of them at the close of the gasoline sale. In case the curb man has to go inside to get change, have some other man to step out at this point and endeavor to sell accessories.


Your stock of parts and accessories should be complete. Being out of goods not only loses you the immediate sale, but causes the customer to want to go some other place next time he wants anything.

AVOID OVERSTOCKING

Editor **HARDWARE WORLD**:

As to business and trade conditions regarding 1918, we believe that owing to the severe tax that will be made upon all our resources it will be to the best interests of the business men to conserve as much as possible to keep his stocks of merchandise as low as will be necessary to properly conduct his business, avoiding overstocking, keeping his collections up as closely as possible, endeavoring at all times to have his assets in cash rather than in stock on hand. None of us can tell what there is before us and how long the war will last and how much business may drop off. We are of course all wanting to be optimistic and at all times hoping for the best. Yours very truly,

MOTOR CAR SUPPLY CO.
Sidney F. Beech.



Further Evidence of Diamond Demand

ALL over the United States more Diamond Tires are sold than any other tire not furnished as "regular equipment" on new cars.

Every Diamond in service has either replaced a tire of another make, or another Diamond.

Thus entrenched in the good will of motordom, pushed by national advertising, Diamonds almost sell themselves.

If your jobber cannot give you the attractive Diamond Dealer Proposition, write direct to

The Diamond Rubber Company

(Incorporated)

Akron, Ohio

LAKE SHORE TIRE CO.
SANDUSKY, OHIO.

Diamond Tires
Black Squeegee Tread - Red Side Walls

Diamond Tires
Black Squeegee Tread - Red Side Walls



Diamond Tires

BLACK SQUEEGEE TREAD - - RED SIDE WALLS

MARK TIME, BUT DON'T HALT

Mark time whenever in the march of business progress it becomes necessary to slow up, but never halt.

Marking time indicates the intention of again marching onward when the cause for the slowing-up is removed. Halting may mean indecision, fear or a desire to retreat. Many business men march too rapidly and finally come face to face with an obstacle that calls for a stop. That is the signal for marking time. To halt may be fatal.

Marking time grants rest and opportunity for gathering force to overcome the obstacle. Halting implies reduced energy.

A man's competitors will quickly note and take advantage of the halting merchant but they will respect and sidestep the merchant who will not halt but who only marks time and keeps his eye alert for the first chance to march forward.

The halting merchant makes no sound; the merchant who marks time is heard. His footsteps sound a note of warning to those in his path. Those who reach the goal are the ones who often mark time but never halt.

THE BUSINESS MAN'S PRAYER

O God, give me the wisdom which will enable me to do the square thing.

Teach me to be gentle in the expression of the strength you have placed in my hands.

Make me always remember that truthfulness, sincerity, cleanliness and directness are the tools used by those who have become the Master Servants, and train me to use these efficiently in my daily work.

Clear my vision so that I will never lose sight of the ideal toward which I am working.

Visit me with failures from which I may learn the lessons failures alone can teach; but, I pray, bless me with success which will prove my efficiency in carrying out your commands.

From enemies and people who are not on the square I do not ask to be delivered, but I do ask that I be given a few friends to whom may be entrusted all that is in my mind and heart.

Let me master the art of using all my spiritual, mental and physical powers in the service of my neighbors, expressing fully and completely all that is finest and richest in me.

Open to me channels which will enable me to pour myself into the work of the world.

Make me eager to stand before men and, fired with the desire to help others, say to them: "Here am I; take me and do with me what you will"—always daring to trust them to take only that from me which will truly help them.

I would ask, too, that I be inspired to send from my heart that greatest of all prayers.

"Thy will be done," thus proclaiming my faith in a Great Executive who is all-wise, all-loving, all-just, and who so manages the universe that all things work together as he would have them.

This, God, is a business man's prayer.

—Thomas Dreier.

ADVERTISING YOUR ACCESSORIES

Practically every enterprising hardware merchant handles accessories, tires, lubricants, etc. Now is the time to feature this department for spring trade. One successful merchant is using a four-page folder illustrating the principal lines carried and on the last page offers these excellent driving hints.

The following road commandments, if obeyed, would eliminate automobile accidents. They are worth remembering. Careful driving means comfort and safety for everyone. Here they are:

Be considerate.

Go slow; first, passing children; second, passing vehicles; third, approaching crossings; fourth, turning corners.

Stop at railroad crossings and behind standing street cars.

Use chain on slippery pavements.

When in doubt go slow or stop.

Don't run fast into or across main highways.

Don't take blind curves so fast.

Don't run on the wrong side of the road.

Don't pass street cars when passengers are boarding or leaving.

Don't fail to sound your horn before passing other vehicles.

Don't forget that a car or a person may be just around the turn.

Don't forget that the other fellow may be dull, reckless or drunk.

Don't fail to look out for pedestrians.

Don't forget that children dash in the way unexpectedly.

Don't take chances. That's the simple embracing rule.

NO PANICKY ATTITUDE NOTICEABLE

Editor HARDWARE WORLD:

Business and trade conditions with us have been exceptionally good this fall and we have been conducting a very aggressive campaign for spring business which has been productive of surprising results.

Our jobbers have been after spring delivery specifications and have produced a volume of business which indicates anything but a panicky attitude among the dealers.

Hoping this information may prove of some interest to you and thanking you very kindly for your letter, permit us to remain

Very truly yours,

ECLIPSE MANUFACTURING COMPANY.

R. M. Franklin, Secretary.



James R. Cravath,
one of America's
four greatest au-
thorities on illum-
ination. Inventor
of the Osgood Lens.

Biggest Lens Seller in 1917 Success Assured for 1918

In its first year on the market, 1917, the Osgood Lens was the biggest lens seller in the United States.

And these represent actual sales to actual car owners—not mere “shelf” sales.

This great success is due to the fact that the Osgood Lens embodies a scientific principle of road lighting by which all

glare is abolished, 74% more light thrown on the road, beam thrown one-third mile.

Similar success awaits it in 1918, because in addition to producing a better road light, the Osgood Lens meets the exacting requirements of headlight laws.

If you are not already handling the Osgood Lens, write today for interesting sales data.

OSGOOD LENS & SUPPLY COMPANY
2007 Michigan Ave., Dept. 422, Chicago, Ill.

 **THE NEW**
OSGOOD LENS
CRAVATH LONG DISTANCE TYPE

MOTOR CAR SITUATION EXCELLENT

Leaders of the automobile industry have done much to correct the extravagant rumors regarding the curtailment of the motor industry. Conditions are defining themselves more favorably, we feel, said Mr. John Morgan, vice-president of the McGraw Tire & Rubber Co. The effect of these rumors has been confusing to dealers and has caused them to limit their buying of cars and accessories. Unfortunately, few of them have known the real facts or had a correct point of view. These we believe they should have, based on the present outlook for 1918.

The motor car industry is a fundamental in modern business life and has come to stay regardless of peace or war conditions. The automobile is essential to the welfare of American business. Approximately 85% of the output is purchased every year for business purposes and is as indispensable as the electric light, telephone and the telegraph. The so-called pleasure car is more or less a negligible factor. The great bulk of passenger cars are being used by business men, farmers and professional men in the more expeditious handling of their business.

If there is any curtailment in the automobile output during the coming year, it will not be due to lack of demand; in all likelihood more cars will be wanted than can be produced and the outlook for production looks better every day.

Automobile manufacturers are being assured by steel makers of an ample supply of high grade steel, which will not interfere with needs of other industries. Only 5% of the total steel production is consumed in making motor cars. Coal during the past few weeks has been a serious menace, and the difficulty persists but it is improving and little trouble is anticipated by the manufacturers in securing sufficient fuel. The most serious problem is transportation, which is admittedly bad, but it is believed it will greatly clear up under government supervision and pooling of railroad facilities. There should be no ground for pessimism on this score.

An encouraging element in the situation is the attitude of the government towards the motor car industry as a whole. A recent investigation into its economic value during war time has resulted in a conviction that it is vital to the commercial health of the nation. The investigating committee ranked it third in importance among war industries. It was placed next to the shipbuilding trade.

In this investigation the effects in Great Britain of suppressing the passenger car business were taken into account. The industry was totally wrecked by adverse action of the government early in the war and now it is sought to remedy by legislation what is recognized to be one of the most serious financial

mistakes of the war. It will be years before the British automobile industry gets on its feet again.

Taking all these factors into account, it would therefore seem that at least in the accessory business dealers ought to stock up for a full normal business. If there are fewer passenger cars made those already in commission will be used all the harder to do transportation work required. At the end of 1917 there will be about four million and a half passenger cars in service and if to these only a million new cars are added, the total will reach nearly six million, requiring a tremendous volume of accessories. Figuring five tires to the car, there will be needed over 30 million tires for the year 1918. Certainly the outlook for automobile accessory sales is encouraging to say the least.

IT'S UP TO YOU AND ME

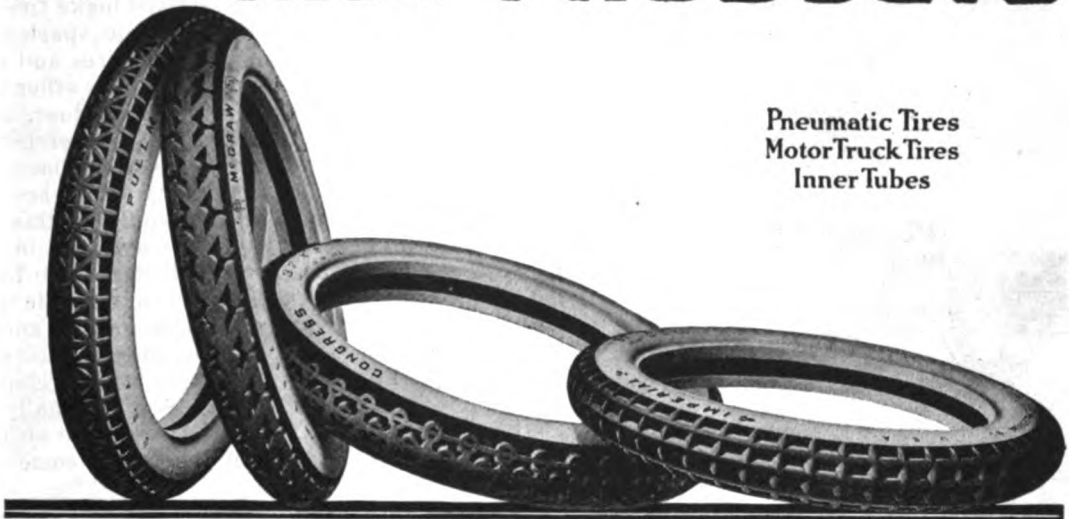
Somebody has said that business ability consists largely of the ability to make wise decisions. The military situation on the western front today calls for a straight decision from every American business man. Our allies, by three years' splendid effort, have established there a military plant of the highest efficiency, and are getting results with it every day. We ourselves are struggling to build an auxiliary plant which will not be ready for effective operation until next spring. It is the plainest business sense to contribute everything that we can furnish to keep the allies' plant going this winter. That plant can not be kept going without food. We have food enough to spare, fortunately, with wise conservation, and therefore every effort to save wheat, meat, sugar, and fats for export is the most businesslike contribution that we can make at this time toward winning the war. This business decision comes up to us every day, at every meal. It is left to our individual judgment and honor. In just the degree that we realize the terrible responsibility of keeping the French and British armies well fed, and their munition workers back home busy and contented, we will make the right decision—to rearrange our diet and do our share in food saving.—James H. Collins.

PATRIOTISM?

The other night
I went to the theatre
With a lowbrow friend.
And the orchestra played
"Little Brown Jug."
And he thought
It was the National Anthem.
And he stood up
And I did too.
Darn him.

Take an interest in your customer—it may be their principal reason for coming again.

MCGRAW PRODUCTS



Pneumatic Tires
Motor Truck Tires
Inner Tubes



Coöperation

COÖPERATION with distributors has been a prime factor in the rapid and steady growth of the McGraw business.

In addition to an efficient field service, we maintain a merchandising department to assist dealers in making frequent turn-overs of their stocks and to enable them to develop a profitable, permanent tire business.

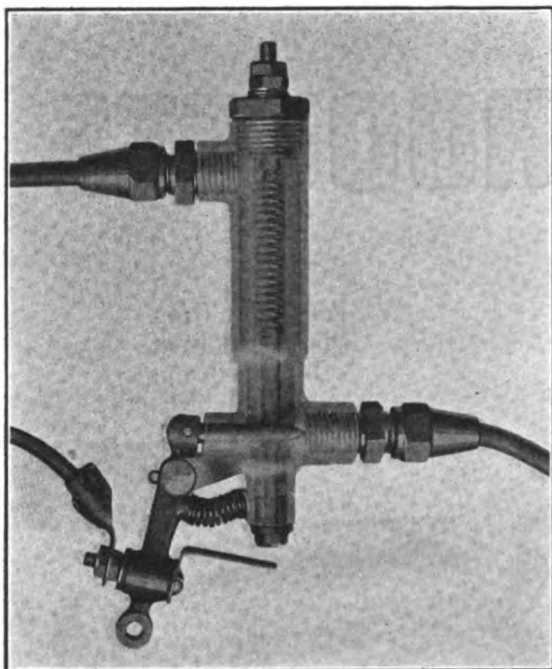
The McGraw system of district warehouses assures the dealer of quick delivery and efficient service from our jobbing distributors.

Let us tell you the details of our selling plan and methods of dealer coöperation and service.

THE MCGRAW TIRE & RUBBER CO.

East Palestine, Ohio

Distributing Warehouses , New York , Atlanta , St. Louis , San Francisco



START ANY CAR IN COLD WEATHER

The Master Primer Co., 1523 Fourth street West, Detroit, Michigan, have placed on the market what they claim is an all the year round necessity in both city and farm communities, especially at this season, in how to overcome the cold weather starting difficulties.

This difficulty arises in almost every instance from the present low grade of gasoline and not through any fault of the carburetor or engine design.

Low quality gasoline does not vaporize readily, therefore the solution of the starting problem lies in heating the gasoline, vaporizing it by heat, and mixing this hot vapor with air to form a good rich mixture.

It is claimed that the Master Primer will do this most efficiently, and will start any car instantly in zero weather, even in cold storage plants it will start a car in less than seven seconds at twenty-five degrees below zero.

A test made by the Detroit Testing Laboratories showed that the Master Primer raised the temperature of the gasoline at the rate of fourteen degrees per second showing that the primer will start a motor within from three to five seconds in the coldest weather.

Another point in its favor is that it is said to have been adopted as standard equipment on all 1918 Franklin cars.

They will be glad to give full information to any of our readers upon request.

The man who draws heavily on your patience today may swell your bank account tomorrow.

AUTOMOBILE ACCESSORIES MOST DESIRABLE

We stocked automobile accessories several years ago and have added from time to time the items called for by automobile owners, writes F. W. Haight of the Pioneer Hardware and Music Co. Two lines of standard make tires and tubes; also complete stock of chains, spark plugs, patches, wrenches, pumps, etc. Tires and tubes we have displayed on a rack and the other items in floor cases all up by the front door, as we have found this a profitable line of merchandise to sell and we give it good display space.

It looks like a good many hardware merchants make a mistake in displaying this class of goods in some out of the way place in their store. We retail hardware dealers have lots of competition in our regular lines of staple items, such as pocket cutlery, scissors, granite and galvanized ware and a hundred other articles carried by the racket and general merchandise stores in most of our towns and usually this line is carried by them to draw trade on other lines by pricing this line cheap, in some cases right down to cost.

The hardware business is not like it was 23 years ago when I started. We have got to add more lines of merchandise to our business as the needs of the people demand and I can see no reason why every hardware and implement dealer should not stock the automobile accessories and push the sales with their best ability. This is one department in our store that makes us money every year.

We have found that the automobile has cut down our vehicle business about 75 per cent. I presume this is true with other dealers, as I find in visiting dealers in other towns that they don't carry the stock of vehicles that they used to.

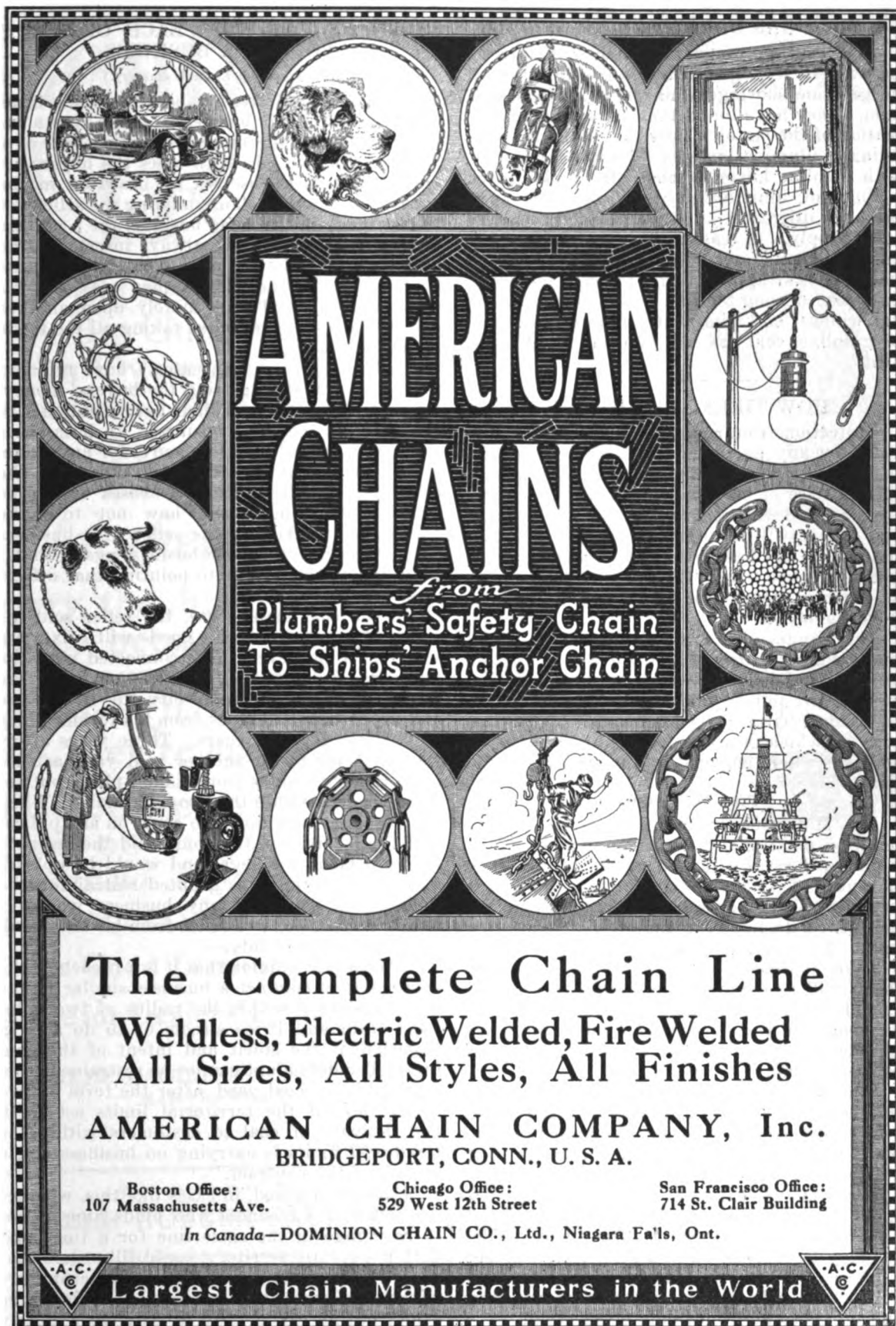
The hardware dealers can get the business in automobile accessories if they will stock this line and push the sales. I am in hopes that hardware merchants will go after it and keep the trade where it belongs. It is up to us to go after this business.

THE EMPIRE TIRE DEALER

Published in the interest of their tire dealers and salesmen is an attractive house organ issued by the Empire Rubber Tire and Rubber Co., Trenton, New Jersey.

J. Cornell Murray is the managing editor, and we truly congratulate Mr. Murray on knowing how to get out an attractive publication. It is well illustrated, bright and newsy, and does not make the mistakes many such publications do, in trying to set it in too small a type. Each issue is made interesting to their agents.

When the boss cares little, the clerks care less.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

Largest Chain Manufacturers in the World

GAS FOR GASOLINE

American motorists will view with interest the ways in which their English brethren meet the gasoline shortage which is so serious with them. They have found that but a slight modification of the motor is necessary to fit it to use ordinary illuminating gas instead of gasoline. With gasoline hovering about the dollar mark in England, illuminating gas is much cheaper. The only difficulty is in transporting a sufficient supply. A canvas bag with a rubber lining is used to carry the gas supply. Sometimes this is strapped behind the car, and sometimes placed upon the top. One motorist found that while it cost him nearly nine cents a mile for gasoline, coal gas cost him but three and a third.

HOW TIRES ARE RIM CUT

Protection from rim cutting is not to be obtained by any particular type of tire, but depends rather upon design, quality and usage. No good tire of standard make will be cut by any standard rim if properly used. But any type of tire will be injured by abuse. Riding on a soft or flat tire, dented and irregular rims, excessive loads, tire fillers and stiff reliners are the common causes for cutting and breaking above the beads.

The flanges of a rim may become battered from running a tire deflated for a considerable distance, and in addition to ruining that tire, the next tire put on that rim will be cut above the beads. Tires carrying heavier loads than those for which they are designed may break at the beads where engaged by the clinches of the rim.

Rims Which Cut.

Mr. Motorist can protect his tire investments by making sure that the rims on which he places those tires are in proper shape. The guarantee of all standard companies makes it very clear that it does not cover tires used on rims which do not bear the official inspection stamp. Be sure that your rims are standard.

There is danger that a rim applied to wire wheels will be drawn out of round so that the official inspection is now extended to cover the completed wheel. Tires on wire wheels are not guaranteed unless the wheel bears the inspection stamp.

Rims which bear the inspection stamp may have been damaged in application to the wheel or by misuse so that they are dangerous to your tires. Keep an eye on your rims and see to it that they are not battered or bent. Some types of split rims are difficult to tighten uniformly on the wheel. The rim springs out of round and shifts sideways at the split. The clamping device may be incorrect so that the rims will sag in places. Wherever the rim is low the tire will of course be high from the rim seat, and pinched tubes and blow-outs often result.

STORY OF TWO MEN, EACH OF WHOM BOUGHT A BUSINESS

(Copyright by Elton J. Buckley.)

In the same State, at about the same time, two men sold their businesses. One was a retail coal dealer, the other a manufacturer of a wrapping device. In both cases the buyers set out to protect themselves by inserting in the agreement of sale a clause binding the seller not to re-engage in the same business for a certain time. These clauses are always inserted in an agreement to sell a business, if the buyer knows his business. Otherwise, a man may sell his store one day and immediately open another one the next day, of course taking all the trade he had just sold.

In both of these two cases I have referred to, the sellers, after getting the buyers' money, attempted to get out of their agreements not to re-engage in the same business. In both cases the buyers appealed to the courts for an injunction. One got it and the other did not. The difference between the two cases shows so clearly how to make and how not to make agreements restricting the seller of a business from going into the same business again, that I shall devote this article to pointing that difference out.

In the coal man's case, the seller sold his trade name, trade-mark, good will, fixtures, stock in trade—everything connected with the business—and agreed not to re-engage in the coal business in the same city for two years, and not within two miles from his former place of business for five years. Three years afterward he opened up another coal yard a little more than two miles from his old place, but solicited orders within the two-mile radius. When his old buyer took him into court on an application for injunction, the court said the restrictive agreement was legal and would be upheld, and an injunction was granted restraining the seller from soliciting any business whatever within a radius of two miles from his old stand.

The court said this:—

"We are of opinion that it is a breach of the agreement to conduct a business similar to the one transferred within the radius of two miles from Main and Price streets or to do acts in violation of the spirit and intent of the contract. The defendant cannot be restrained from establishing a coal yard, after the term of two years, beyond the territorial limits set forth and delivery of coal to customers within the territorial limits is carrying on business and a breach of the contract."

I am often asked, in cases like this, whether the seller of a business who binds himself not to re-engage in the same line for a time, and within a certain territory, could fill orders that came to him voluntarily from old customers within the prescribed territory. Of course he could, but he would have to show very clearly

Century-Plainfield TIRES

A Big Service Tire
A Big Guarantee
An Oversized Tire
Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
923 E. 3rd ST., LOS ANGELES.

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE
HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO



Century
-PLAINFIELD Tire Co.

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMON Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.

that the order did not result from some direct or indirect solicitation of his.

So the buyer of the coal business got his injunction. The buyer of the manufacturing business was less successful. Let us see why. In the latter case the selling agreement bound the seller "not to engage, directly or indirectly, in the business of manufacturing or selling the same or any competing material in the United States." After a while the seller of the business started in to sell a competing product, and an injunction was asked against him. The court said no; this time the agreement keeping the seller out of business was not legal and would not be upheld, because it was not reasonable. Instead of keeping him out for a limited time and a limited territory, merely enough to give the buyer a chance to get settled, it sought to keep him out for all time and in the whole United States. This is from the court's decision:—

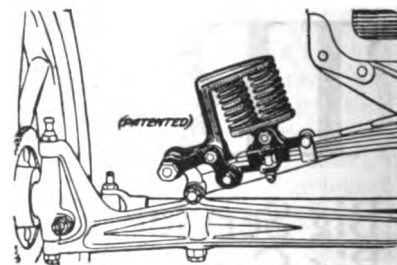
"This restriction was not reasonable. Such a contract in restraint of trade is clearly unreasonable. Such a requirement is not at all necessary for the proper protection of the rights of the plaintiff and it is oppressive to defendant.

"The restriction here is also unreasonable in that it is unlimited as to time. It is a well-settled rule of law that an agreement in general restraint of trade is illegal and void, but an agreement which operates merely in partial restraint of trade is good, provided it is not unreasonable and there be a consideration to support it. In order that it may not be unreasonable, the restraint imposed must not be longer than is required for the necessary protection of the party with whom the contract is made (the buyer). A longer contract, even on good consideration, is held void, as being too general a restraint of trade; but a contract not to use a trade at a particular place, if it be founded on a good consideration and be made for a proper and useful purpose, is valid. Of course, a contract not to exercise a trade generally would be obnoxious to the rule, and would be void.

"In *Union Strawboard Co. vs. Bonfield*, 193 Ill. 420, the contract was in connection with the sale of a business, and a reasonable restriction was justified, but it was there said: 'The courts will not enforce any contract which excludes a party generally from following any lawful trade or business beneficial to the community and to him.'

"In the case at bar, the contract in restraint of trade being unlimited as to time, and as to space extending over the entire country, must be regarded as extending the restraint further than is necessary for the reasonable protection of the covenantee. Reference to the nature and subject-matter of the restriction makes its unreasonableness more clearly apparent."

In other words, the buyer of the coal business got his injunction because his lawyer knew the law of restraining agreements, and the other buyer lost his because his lawyer did not.



AN EFFICIENT SHOCK ABSORBER

Automobile Shock Absorber—with twin design of Auto Wheel with pneumatic cushion spring spokes, and for the same purpose; to absorb the jar from the road and the recoil of the car springs—to the car.

The pivot seat of the two coil springs of shock absorber device, act as ball bearing wheel spindle; at which point it allows free oscillation from the road. The car-load rides on the springs and off the springs; equalizing each motion in balance, making the action of one spring the absorber of the other, thereby deserving of its proper name, Automobile Shock Absorber, the Champion. Made by Champion Shock Absorber Sales Co., Inc., 918 N. Senate Ave., Indianapolis, Ind.

MOTOR WARNINGS

Pain is the warning which the human machine sends forth when it is worn or disarranged and so needs attention. The motor car gives notice of its ailments by making a noise. The well-built car of the present comes close to being noiseless, and the driver soon becomes familiar with its accustomed hum. An out-of-the-ordinary squeak or knock or rattle is a warning of trouble brewing. The wise motorist heeds the warning. The trouble may be a loose bolt or pin, a part out of adjustment, or a worn or broken part. If the motorist cannot locate and remedy the trouble for himself, he should seek the aid of the repair man before more serious trouble develops, or he suffers a breakdown on the road. A stitch in time saves nine in the garage as well as in the tailor shop.—Milestones.

GETTING IN LINE

A Scotchman came upon an automobile overturned at a railway crossing. Beside it lay a man all smashed up.

"Get a doctor," he moaned.

"Did the train hit you?" asked the Scotchman.

The New Revere Cord Tire = The New Revere Granite Tread Tire



Revere Cord



Revere Granite Tread

We have added two new tires to the Revere line—a cord tire that stands out supreme among all tires of this construction in strength, endurance, resiliency and anti-skid efficiency.

The other new member of the famous Revere Tire family is the Revere Granite Tread Tire—a tire of greater strength—and the resultant gain in mileage that greater strength gives.

We are therefore in a still better position than ever to give both dealer and motorist a tire that meets every requirement of motoring as well as price.

Revere Rubber Co.

1790 Broadway, New York

Write today one of the distributors named below for particulars regarding prices, etc.

Moore-Handley Hardware Co. Birmingham, Ala.
 Stevens Hardware Co. Dublin, Ga.
 Talladega Hardware Co. Talladega, Ala.
 Odell Hardware Co. Greensboro, N. C.
 E. P. Sanderson Co. Boston, Mass.
 Watkins-Cottrell Co. Richmond, Va.
 Worthington Hardware Co. Staunton, Va.
 Logan-Gregg Hardware Co. Pittsburgh, Pa.
 Bronson & Townsend Co. New Haven, Conn.
 Goodyear Rubber Co. San Francisco-Portland
 John Fritalaff Hardware Co. Milwaukee, Wis.
 Moesman-Yarnelle & Co. Fort Wayne, Ind.
 Emmons-Hawkins Hardware Co. Huntington, W. Va.
 Richards & Conover Hardware Co. Kansas City, Mo.
 Richards & Conover Hardware Co.

Oklahoma City, Okla.

Simmons Hardware Co. St. Louis, Mo.
 Simmons Hardware Co. Philadelphia, Penna.
 Simmons Hardware Co. Minneapolis, Minn.
 Simmons Hardware Co. Sioux City, Ia.
 Simmons Hardware Co. Wichita, Kas.
 Simmons Hardware Co. Toledo, Ohio



Revere Plain Tread



Revere "R" Tread



JOHN McDONALD

WILL REPRESENT MANUFACTURERS ON THE PACIFIC COAST

Manufacturers looking for desirable representatives to sell the jobbing trade in sporting goods, auto accessories, hardware and kindred lines, will be interested in the announcement made by McDonald & Linforth, who have opened offices in the Call Building, San Francisco.

There is probably no one connected with the accessory and sporting goods trade who is more widely or favorably known both by manufacturers and the trade generally than John McDonald, for the last nineteen years continuously with the Pacific Hardware & Steel Co., San Francisco.

At the time of the consolidation of Baker & Hamilton with the Pacific Hardware & Steel Co., Mr. McDonald resigned his position and has opened offices in connection with Paul S. Linforth, who had been his assistant for many years. Mr. Linforth is likewise a well-informed man in the lines they will represent.

It will be their policy to sell the jobbing trade only, and their experience and knowledge of the trade, as well as their acquaintance with the lines manufactured is such as to make them desirable representatives for anyone seeking representation on the Pacific Coast.

Moe Bros. Corporation, Archer, Montana, have erected a new building, installed a stock of hardware and implements, and report a very satisfactory outlook.

Del Bengston recently succeeded J. S. Bolinbaugh, Holbrook, Nebraska, in the hardware and implement business.

Do you know that the average owner spends 25% of his car on accessories each year? This is a statement that has been made, and we have not seen it contradicted. This fact itself should convince merchants of the importance of adding an auto accessory department to their business.



PAUL S. LINFORTH

The man, who by honorable methods gains the confidence of the people, can rise to any height.

Santa Monica, California, should be a mecca for motorists. It provides municipal kitchens for the tourist, and there is no charge. Electric stoves furnish heat for cooking, and sinks with running water and tables are also available. If the visiting motorist desires he may even get his food free by fishing from the municipal pier. We wish that some municipalities whose idea of hospitality is speed traps would consider this example. Towns, like people, gain reputations which count for or against them.

NEW DISTRIBUTOR FOR CENTURY-PLAIN-FIELD TIRE CO.

Announcement has been made that J. B. Wood, for many years connected with the Pacific Hardware & Steel Co., has engaged in business at Los Angeles under the firm of the J. B. Wood Tire Co., with temporary headquarters in the Pacific Commercial Warehouse, at 923 East Third Street.

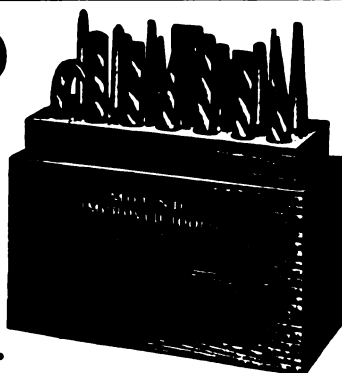
Mr. Wood has made exclusive arrangements for Southern California, Arizona and New Mexico, for the Century-Plainfield Tires. His knowledge and experience in the trade is such as will make him an important factor in this line, for no one stands better with the trade in this section than he. In fact, when his friends knew that he was engaging in business on his own account, the orders that came to him voluntarily were a recognition of the manner in which he is regarded.

MOUND

FOR THE
AUTOMOBILE

*Bearing Scrapers
Carbon Scrapers
Chisel Sets
Offset Screw Drivers*

The Mound Tool Co.



TOOLS

STANDARD
FOR 20 YEARS

*Pry Bars
Cotter Pin Extractors
Mound Tool Rolls*

Send for Catalog

St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



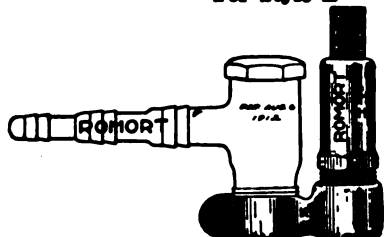
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

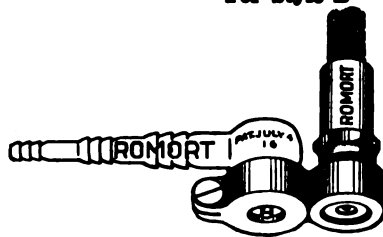
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

BAKER-HAMILTON AND PACIFIC MERGER EFFECTIVE

Official announcement has been made of the consolidation of the Pacific Hardware & Steel Co. and Baker & Hamilton, which was effective January 2d.

The new company has a capital stock of \$4,250,000. All the assets of the existing companies will be employed in the business, which makes it one of the largest wholesale hardware institutions in the United States.

Throughout the Pacific Coast both firms have been large factors in the trade, having been established for many years, and the consolidation is in line with their purpose to offer to their customers a larger and more complete assortment, to effect economy in the method of handling business, as well to give their customers better service in every way.

The board of directors is composed of W. T. Smith, Alexander Hamilton, Herbert Fleischacker, Philip S. Baker, Jesse W. Lilienthal and A. S. Holmes. W. T. Smith, who was the president of the Pacific Hardware & Steel Co., will act as chairman of the board of directors, and Alexander Hamilton, former president of Baker & Hamilton, will be president of the new company. The policies of the former companies and all their existing lines will be continued. H. J. Read will be general sales manager, and actively associated with him in the management and conduct of the business will be those who have long been identified with Baker & Hamilton, among whom are Messrs. Coffin, Sharrocks, Parkhurst, Frahm, Coggins, More, Prising and other heads of departments.

THE HERO

He had captured a prisoner, and while they waited for the escort to come up he said: "Have you a wife?"

"Nein," answered the German.

"Nine?" gasped the Tommy. "Lumme! Where's yer Iron Cross?"

C. A. Eastman has sold his interest in the Eastman Hardware Co., Bishop, Cal., to the Alhambra Hardware Co., Alhambra, who have taken possession. Messrs. Middleton and Messman of the Alhambra Hardware Co. will continue their business at Alhambra.

The Holbrook Trading Co. is the new incorporated name of what was formerly known as Holbrook Hardware Store at Springfield, Oregon. J. C. Holbrook of Springfield and C. E. Sox already having become stockholders in the new firm. The change was considered appropriate in view of the fact that Mr. Holbrook is likewise interested in other lines outside of hardware.

Claude C. Basche has purchased an interest in the Basche Sage Hardware Co. of Baker City, Oregon, and will be associated with the management of the business. He is the eldest son of the late Judge P. Basche, who conducted a hardware store at Sumpter, Oregon, for eighteen years, which was destroyed by fire last August. His father was the original founder of the business in which his son has now become interested.



FRED PELZ

President of Nebraska Retail Hardware Association, who extends a welcome to merchants in Nebraska and adjoining states to their convention at Lincoln, February 5, 6, 7 and 8.

BUMPERS

(By John B. Terna.)

When mortal man acquires a boat,
Unless he's had a car before,
He must expect to be the goat
Of many trials that lie in store.
Or ever he may count the cost
Confined to tires and gas and oil
He will have called his car a frost
And motoring a fruitless toil.

When I had had my car a week,
I found that I had smashed a lamp,
Despoiled a fender's fine physique
And caused a radiator cramp;
But I had learned 'twere vain for me
Those narrow garage doors to bunt,
And so with rare sagacity
I bought a bumper for the front.

Experience soon made it clear
Of other cars there was no lack,
And when some dolt attacked my rear
I bought a bumper for the back.
Thus gaining wisdom day by day,
I gloried in this antidote
And gradually began to pray
For bumpers to surround my boat.

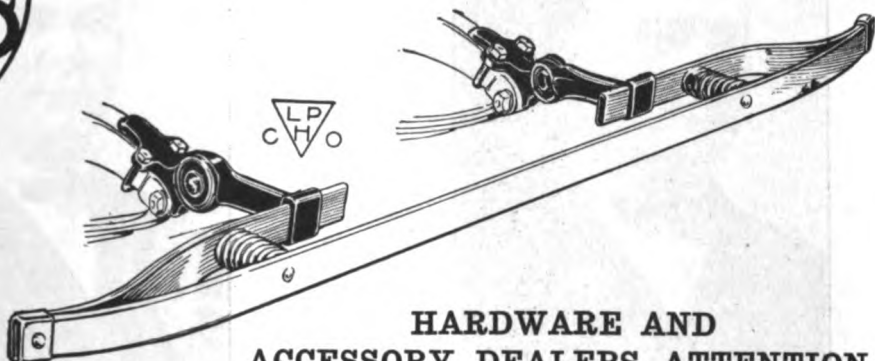
Ah, brother motorists, 'tis meet
That we extol this great device,
Let's hail preventatives discreet
That save a tumbrel's sacrifice!
Mon Dieu! all terror they expugn
Of trees and poles and jewelry shops,
For now I know my car's immune,
Although I harvest bumper crops!



HALLADAY BUMPERS

THE PROGRESSIVE, PROFITABLE LINE

The New
Multiple
Spring
Bar
Bumper



HARDWARE AND
ACCESSORY DEALERS ATTENTION,

Our line of Bumpers is complete with fittings for front and rear of all cars of standard or special construction. Write today for our new catalog of bumpers and automobile accessories.

L. P. HALLADAY CO., Streator, Ill.

DISTRIBUTORS

Ash & Co., 16-24 W. 61st St., New York City
E. L. Thompson Co., 817 Boylston St., Boston
Gray-Heath Co., 1440 Michigan Ave., Chicago

Sanford Brothers, Chattanooga, Tenn.
Southern Distributors

Norman Cowan, San Francisco
Los Angeles, Portland and Seattle
Pacific Coast Distributors

CRESCENT



Grinding
and
Polishing
Machinery and
Countershafts
for

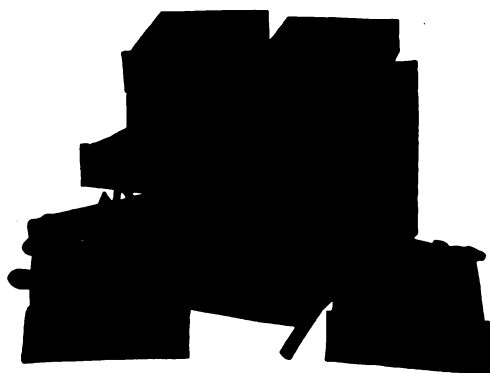
Garages
Machine Shops
Foundries

We Can Save You
Money

It Will Pay You
to Write Us

Manufactured by
J. C. Born Machinery
& Foundry Co.

BELLEVILLE
ILLINOIS
U. S. A.



JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that Solves Your Wrench Problems. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

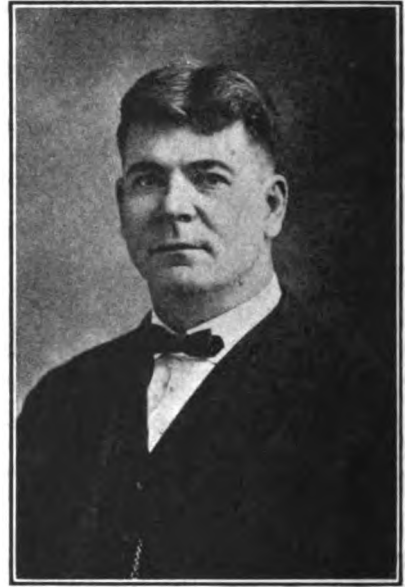
ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. ORANDALL CO., Nashville, Tenn.



OTTO SOUGSTAD

President of North Dakota Retail Hardware Association, February 13, 14 and 15



F. J. SHEPHARD

Secretary of South Dakota Retail Hardware Association, whose convention will be held February 25th to 28th, inclusive.

Two association secretaries of sister states who are planning for interesting and helpful conventions this month.

PITCH IN

There is no time like the present. The fellow who thinks he has no chance because conditions are abnormal, stands in his own light.

He does not realize that every man must rise by his own efforts, whether times are normal or abnormal.

What makes conditions abnormal?

Merely a deviation from ordinary conditions or standards. In other words, new conditions are created. If they last long enough they become normal.

Then what must happen to the fellow who waits for the return to normal conditions?

It is a safe bet that the chap who waits for the return of conditions as they existed before this world's upheaval will always wait.

Being prepared to take advantage of conditions as they exist is fundamental to every man's success.

The man who says it can't be done has a brain that has stopped working, which prevents him from trying.

THE HOW OF IT

It is a well established fact that when one knows how a thing should be done, he can do it much more satisfactorily.

The knowing how is back of the doing, and is fundamental to the successful issue.

Knowing how is only acquired through study and experience.

Experience is the accumulation of efforts.

Men in responsible positions are men of experience. Hence, if any of us have ambitions to better ourselves, and become men of influence, we must have more experience.

We can acquire the experience if we know how satisfactorily to do the things required of us. Otherwise no employer will waste time in aiding us to gain the necessary experience.

Some time or other every man is given a chance to demonstrate his fitness. If he fails he must try again.

"BEST" AND SAYS IT AGAIN

We have told you already and we are saying it again because we still believe it, that the **HARDWARE WORLD** is without doubt the best magazine published for the average hardware store.

STEWART BROS. HARDWARE CO.

Tennessee.

For Better Bookkeeping

LOOSE **IP** LEAF

ASK YOUR STATIONER

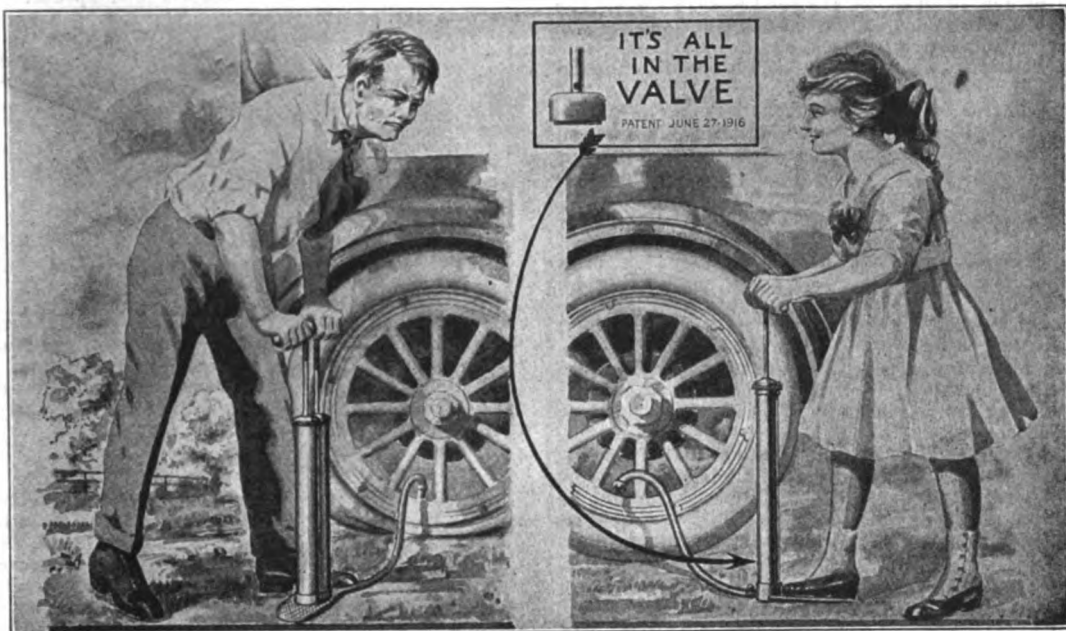


MAKE YOUR CAR RIDE EASIER

Knowlson's Spring Leaf Spreader Adjustable to any size auto spring—100% easier riding, and squeaking stopped. Also a good repair clamp. \$1.50, all dealers, or sent prepaid.

SPRING LEAF LUBRICATOR CO.
1008 Forest Ave. Ann Arbor, Mich.

DID IT EVER OCCUR TO YOU?



He: Curse my luck, can't see why they put a pump like this in such a good car.

JOBBERS DEALERS USERS
**MORE ROSE PUMPS ACTUALLY PURCHASED BY DISSATIS-
 FIED USERS OF OUT-OF-DATE PUMPS LAST YEAR
 THAN ANY OTHER PUMP IN EXISTENCE**
 There is a Reason. Find out yourself. Write for a sample.

She: Gee! I'm glad Dad bought this ROSE PUMP or I'd sure be stalled.

J. E. HANLEY & COMPANY
Manufacturers
HASTINGS, NEBRASKA
 Rose Pumps, Grease Guns and
 Fan Belts.

GROETKEN PUMPS

AUTOMATIC MEASURING



A most practical time and labor saving pump for the merchant.

Correct measurements will pay for itself in short time.

Used on all iron and wood shipping barrels for gasoline, kerosene or oils. HOSE connections if wanted.

Write Us

The Groetken Pump Company
 Aurora, Illinois

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorecycle and Bicyele Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago

NEW ITEMS OF THE HALLADAY LINE

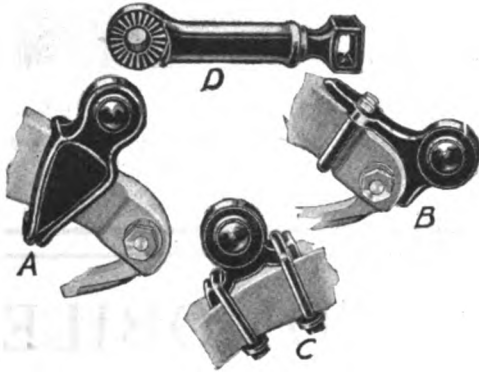
L. P. Halladay Company, Streator, Ill., offers a number of new bumper designs for the 1918 trade. The two that are attracting the most attention are the Multiple Spring Bar, and the Standardized Unit.

The Multiple Spring Bar is, as its name implies, a combination of the usual type of spring bar and two auxiliary buffer springs. The front member is a continuous spring bar made in two sizes, $2\frac{1}{2}$ inches and $1\frac{1}{4}$ x 5/16 inches. Joined to this bar at ends by flexible connections, are two inwardly extending spring members as the front bars. These form the supporting members and are secured to the various patterns of the Halladay support.

The buffer springs are located between the outer and inner bars with the result that on meeting an obstruction, no matter at what point of the bar the impact is received, the shock is distributed throughout the entire length of the bar, each part of the bar construction absorbing a part, and the least possible portion of the shock is transmitted to the car frame.

By making the rear or supporting members separate pieces and secured to the main bar by flexible connections, breakage at that point is eliminated.

Should, in the event of extremely violent accidents, any of the several pieces of the bar construction be broken, that particular piece can be quickly replaced at comparatively small cost.



Halladay Standardized Bumper Unit

The small dealer has heretofore been confronted with a serious problem in the way of meeting the immediate requirements of his trade without carrying an extensive and consequently expensive stock. Numerous bumpers have been produced with an idea of universal adaptability, but with only limited success.

The Halladay Standardized Unit is not a single bumper built with an attempt to fit any kind of car, but consists of four fittings, three frame clamps, and a bar support.

One of these clamps, fitting "A," is designed for use on any frame the outside of which is exposed for a distance of four inches or more back of the spring connections, regardless of splash aprons of the outside.

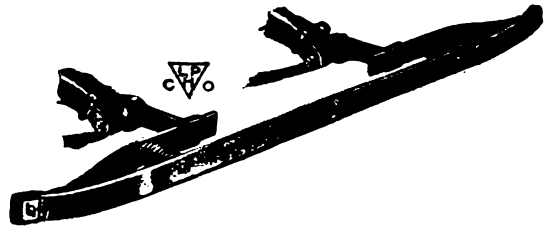
The next, fitting "B," is an underthrust support, and may be used on any frame on which there is room for a single clip, directly back of the spring connections.

The third, fitting "C," is primarily designed as a rear fitting, and works equally well on $\frac{3}{4}$ elliptic springs and rear frame extensions. On rear frame extensions, placed so close to the gasoline tank that no room is allowed for the clip, part of fitting "C," fitting "A" will often be found to work perfectly.

The bar support, "D," fits all these frame connections, and being pivoted, may be adjusted to any frame angle. This support fitting is furnished in both 8 and 16-inch extensions for cars carrying one or two tires.

The small dealer provided with these four fittings, and a stock of Halladay bars, is in a position to meet the requirements of practically all cars provided with

front frame extensions with a decided selling advantage from attempts at universal adaptability, that the bumper to his customer becomes one special design for that car.

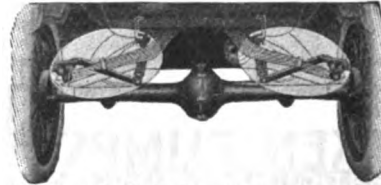


Other New Models

The Halladay line also includes special bumpers designed for the front and rear of cars such as the Briscoe, Buick, Cadillac, Chevrolet, Cole, Dodge, Overland, Packard, Saxon, and others of such distinctive frame constructions as to require bars especially and exclusively therefor.

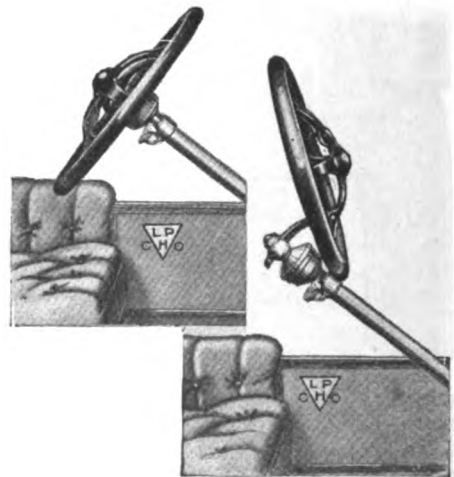
Halladay Ford Equipment

The Halladay specialties for Ford cars exclusively include the Halladay Flexlevers, the Pioneer and Candlelever type of shock absorbers for Ford cars. A particular feature of the Halladay Flexlevers covered by the Halladay patent, is the means of attachment whereby no part of the car need be removed or interfered with except the spring check, a feature that will be instantly appreciated by anyone who has attempted to remove the spring bolts in either the front or rear axles of a Ford car.



The Halladay Double Arm Shock Absorbers work on practically the same principle of flexlevers, but are provided with double springs that are especially adapted to cars carrying extra heavy loads.

The Halladay Tire Holder is light, strong and durable, quickly attached on the side of the cars, and will carry one or two tires, suitable for demountable rims or wheels. The tires are rigidly supported and cannot move around and mar the finish of the car. Price, complete with strap, \$2.00.



The Halladay Tilting Steering Wheel is one of the best tilting devices on the market. It is especially a boon to people having Ford cars. The locking feature



DON'T EXPERIMENT
START YOUR CAR OFF RIGHT
THEN STAY RIGHT

MONAMOBILE OIL

Will be a revelation to you in
Smooth, steady action of motor
Gain in power
Freedom from carbon

Motor B Tractor Oil
Monarch Axle Grease
Monamobile Transmission Grease
Gold Medal Cup Grease

MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by
WHITON HARDWARE CO., Seattle
J. E. HASELTINE & CO., Portland
DIRKS MOTOR SUPPLY CO., Spokane

Our 15-gallon drum is just the thing for your
private garage



Your Customers' Confidence

in you will be measured by their confidence in the
lubricants that give 100% service.

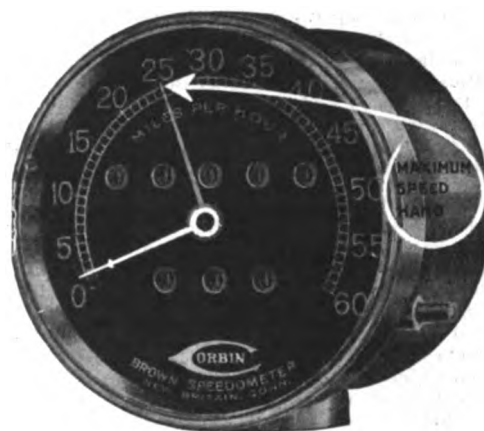
DIXON'S GRAPHITE Automobile LUBRICANTS

will give your customers 100% service and increase
their confidence in you.

Write to us for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Co.

Established 1827



A Speedometer Can Be Either One of the Two —Right or Wrong

If it is right it is a valuable possession; if it is wrong it is worse than useless. There are many influences to make a speedometer wrong in its register—extreme heat, cold, altitude and electrical forces are among the most important. One of the surest ways to guard against the inaccuracies arising from such sources is to use the

ORBIN-BROWN SPEEDOMETER

This is true for the reason that the Corbin-Brown is built on a principle totally immune to the above mentioned influences—the centrifugal principle.

Furthermore, because of this principle the Corbin-Brown mechanical construction is extremely strong and simple, therefore durable and practically free from deteriorating friction.

An investigation will convince you of the merits of the Corbin-Brown. It has been endorsed by the highest authorities.

The Maximum Speed Hand is an extra feature. This hand registers the highest speed attained and stays at that point until reset at zero, which can be done at any time. Convenient, efficient.

Catalog on Request

The Corbin Screw Corporation

The American Hardware Corporation, Successors
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of
Corbin Duplex Coaster Brakes for Bicycles

is automatic, and is released to allow the wheel to be tilted by a slight pull on the trigger on the other side of the wheel arm. It is quickly and easily attached, simply by removing the nut on the end of the steering column, removing the old wheel and replacing with the Halladay. It is supplied in two sizes for 15 or 17-inch rims. The price of the 17-inch rims and spider complete, is \$5.00. The 15-inch rim and spider complete is \$4.00, and the 15-inch spider only, which will fit any standard 15-inch Ford rim, is \$3.00. Corrugated rims, either size, are \$1.00 extra.

Halladay Suit Case or Package Carrier.

The problem of safe attachment for suit cases or similar packages to the running board of the car is thoroughly solved by the Halladay Suit Case or Package Carrier. This comprises a pair of adjustable supports variable in opening for one or two suit cases and provided with a substantial strap. It may be attached or detached in a moment and put under the seat or in any convenient place when not in use. The outfit includes two clamps and slides, each provided with heavy leather straps. The price per set is \$3.00.

Halladay Can Tipper

The Halladay Can Tipper is a garage convenience appreciated by every car owner. It forms a support for all square or round five gallon cans. By its use the can is placed on the floor and cleanliness attained. To pour oil, it is only necessary to swing the car in the tipper, which is easily done with one hand, leaving the other free to hold the receptacle into which the oil is being poured. It is made of bar steel throughout, and finished in heavy black japan. The price, \$1.75, is so small and the convenience so great, that it quickly appeals to everyone. They are packed complete in corrugated paper cartons, ready for express or parcel post shipment, and can be assembled in five minutes ready for use.

THE MAGNET

A cheery smile! A pleasant thought!
Went in with every package bought.
They paid for hardware! So you say!
But why did they come back next day!

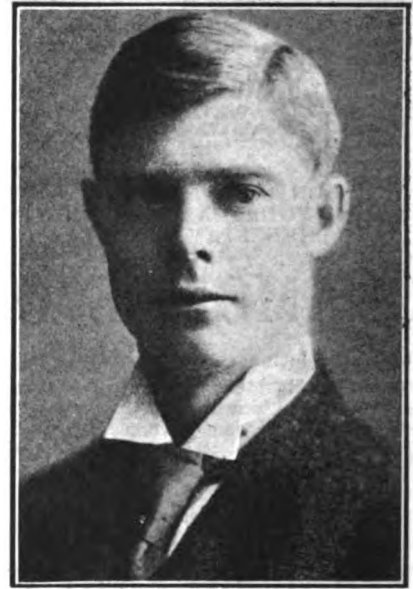
Oren D. Kratzer has purchased the hardware and implement business of Fred Jelinek & Co., Garrison, Nebraska.

A. C. Loucks and W. L. Smith of Monroe, Nebraska, have moved their hardware and implement stock to Belgrade, Nebraska, from Monroe.

The Staybestos Mfg. Co., of Philadelphia, have opened an office at 608 South Dearborn Street, Chicago, with Edwin E. Coith, manager. Mr. Coith is an expert on brake lining materials.

The Henning Hardware Co., which recently opened for business at Dorris, Cal., who will handle a general line of hardware, housefurnishings and implements, report a very satisfactory business outlook.

Don't get careless in doing the routine work of the store with the idea that because you do a thing every day it doesn't matter much how you do it. It does matter.



A. W. DOW TO REPRESENT MANUFACTURERS OF STEEL PRODUCTS

A. W. Dow, for many years connected with the Pacific Hardware & Steel Co., in charge of their steel products department, has resigned his position and opened offices in the Call building, San Francisco, where he will represent manufacturers selling the jobbing and exporting trade in open hearth, Bessemer and crucible steel products, ferro-alloys, coke, pig iron and non-ferrous metals.

Mr. Dow's acquaintance, knowledge and experience in the trade makes him a desirable representative for manufacturers seeking a thoroughly reliable man, who is well informed, and is in position to give most satisfactory representation to manufacturers looking for such a connection.

PASSING OF HIRAM F. PRENTISS

The Kalispell Mercantile Co., Kalispell, Montana, announce the death of their treasurer, Mr. Hiram F. Prentiss, which occurred on Wednesday, January 2d, at his boyhood home in Otawa, Ontario.

We are sorry we do not have the facts at this writing in connection with Mr. Prentiss's activities. He has been identified with the Kalispell Mercantile Co. for many years, and has been quite active in the development of one of the largest mercantile institutions of its kind in the West.

AN UNQUENCHABLE DESIRE

No man e'er owned a hardware store,
But longed for customers galore;
Though crowds of buyers throng his store,
He always—always—longs for more.

A closed mind is a misfortune to its possessor. An open mind keeps its eyes open and says, "Show me."



Rally to the Standard-ized Waste ROYAL COTTON WASTE Twelve Standard Grades

WHITE

Baron

Count

Czar

Duke

Earl

Emperor

*A Grade
for Every Need
of Service or
Price*

COLORED

King

Marquis

Mikado

Prince

Rajah

Sultan

Triply

Guaranteed



**Thoroughly Refined for
efficiency and safety in use**

Ask your jobber or write for Royal
Sampling Catalogue; ask for sam-
ples of Royal Wool Waste.

for

QUALITY—uniform
"TARE" (Wrappings)—6%
WEIGHT—as ordered

ROYAL MANUFACTURING Co

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector Street

St. Louis Office—Pontiac Bldg.

RAHWAY, N. J.

Chicago Office—People's Gas Bldg.

Pittsburgh Office—Oliver Bldg.

San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

WHO IS YOUR HARDEST COMPETITOR?

"Why, my hardest competitor is that fellow around the corner, who is a notorious price-cutter," you say, "and if it wasn't for him, I would be doing a very comfortable and satisfactory business."

I don't want to contradict you, but the chances are that your hardest competitor is the merchant up on the main street, who has a fine store and is doing a big business—and perhaps his selling price is a little higher than yours.

And it may be that the price at which he sells is a small factor in his success in capturing much of the trade which you should have.

The competitor you need most to fear is the man who uses brains, plus energy, plus system, to keep things moving all along the line. In other words, competition is no longer such a matter of price as it is of brains.

The above is the opinion of a merchant who has succeeded in the face of the stiffest kind of competition, who has grown to a large success, and is still on the business firing line, unfolding and expanding to a remarkable degree.

A Wrong Idea

The opinion is broadcast that the dealer who can sell goods at the lowest price is the one who has the advantage, and therefore builds his business to a large success.

If this were the case, then the sharp, shrewd, bargain-hunting folk, who specialize on close buying in various ways, would be the ones that had trade emporiums in our large cities, with branches in the country towns. Such people, however, seldom grow beyond the crowded and dirty streets wherein they transact business.

The merchants who have gained success are not usually price-cutters and low-price sellers. In fact, the prices of many are distinctly higher than the prices of competing stores. They gained their pre-eminence by the exercise of brains, by forceful and effective advertising, by handling goods of quality and standing behind the same, by devising selling schemes, by careful selection of such goods as their customers most desired, by making friends of their customers. In fact, by the wide and varied use of the wonderful brains with which nature has endowed every man. Take this to heart, my friend. Cultivate that wonder-working spot under your derby, and it will yield fabulous returns upon the labor you bestow on it.

Escondido Hardware Co., Escondido, Cal., have been recently increasing their stock and expect a good business during 1918.

The Globe Hardware Co., Globe, Arizona, have recently been remodeling their store, and arranging for carrying an increased stock. A very satisfactory year's business was reported.



WILL REPRESENT MANUFACTURERS IN THE FAR WEST

Mayrant Connor has opened offices at 693 Mission street, San Francisco, where he is prepared to represent manufacturers of hardware, auto accessories, sporting goods, iron and steel and kindred lines, whose policy it is to sell the jobbing trade.

Mr. Connor resigned his position with the Pacific Hardware & Steel Co., where he has been buyer for their tool department for the last four years. Prior to that time he represented the Pacific Hardware & Steel Co. as traveling salesman for twelve years.

He has had an extended experience in hardware and kindred lines, on the Pacific Coast, is well acquainted with the trade, and is in position to give desirable representation to manufacturers seeking energetic sales representatives on the Pacific Coast.

Taggart Hardware Co. are successors to the Ontario Hardware Co., Ontario, Oregon.

R. B. Pool, Great Falls, Montana, is now with the Streeter & Riddell Hardware Co., Van Nuys, Cal.

W. J. Kogler of the Kogler Hardware Co., Orange, Cal., has purchased the Anaheim Hardware store at Anaheim, Cal., and is closing out the stock.

Kerman Hardware Co., Kerman, Cal., are making preparations for a busy season; they are adding to their stock, and report the outlook quite good.

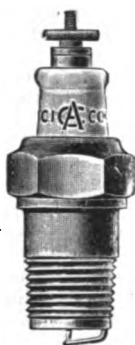
The Willard Hardware Co., Stockton, Cal., report an excellent outlook for business during 1918. They have recently been erecting some large irrigation and drainage plants in their section, and report business in all lines very good.

The Attaway-Latham Hardware Co., Phoenix, Arizona, are successors to the Allison-Davis Hardware Co., and have taken charge of the business. Charles Cave will have charge of the hardware department, and Frank Griffin, who has been connected with the saddlery and harness part of the business, will continue that management. Mr. Guy Attaway will give his entire attention to the new firm's business. The outlook is reported as most excellent.

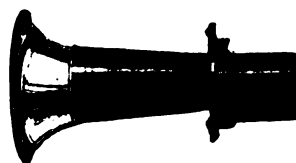
A LINE OF Automobile Sundries



Carried with a hardware stock, sells readily and opens up a new and fast-growing field for the hardware merchant.



We are in position to supply a long line of strictly standard, first class Automobile Supplies and Sundries. Include them with your hardware shipments.



Dunham, Carrigan & Hayden Co.
SAN FRANCISCO

STREVELL-PATERSON SALESMEN MEETING

The Strevell-Paterson Hardware Co., Salt Lake City, Utah, held a meeting of their salesmen and executives recently, which was attended by a number of factory representatives, who addressed the sales force in their respective lines.

The meeting was opened by an address from Mr. Hornung, and the subject of Builders' Hardware was discussed by Messrs. Fullerton and Rogers, Sporting Goods, Cutlery, Silverware, Talking Machines by Messrs. Walker and Newman, Stores by Mr. Palmer, Sporting Goods, Auto Accessories, Bicycle Sundries and Paints by Messrs. Jackson and Culver, Credits by Mr. Walden, Household Hardware and Specialties by Mr. Hardison and Mr. Glanfield, Butchers' Supplies and Paper by Mr. Vincent. This occupied the first day session.

Others who participated in discussions were Messrs. Rogers, Corya, Sorenson, Glanfield, Sturner, Widdison, McIntyre and Newton.

They were the guests of the company at luncheon during each day, and theater parties and dinners of an evening made the occasion a very enjoyable and interesting as well as valuable one.

The Strevell-Paterson Hardware Co. are one of the most enterprising jobbers throughout the inter-mountain country, and their associates and employees make up one big hardware family.

R. M. BURTON IN THE ACCESSORY LINE

R. M. Burton, who has been identified with Dunham, Carrigan & Hayden as their Northwest representative for some time, has established a sales agency with headquarters in Seattle, where he will specialize in auto accessories, electrical specialties, iron and steel products.

One of the lines which Mr. Burton is handling is the Hub Cap demountable wheel, which consists of five flanges, thirty bolts, nuts and small lock washers, twelve rivets and four large spring lock washers, four hub caps and a special wrench.

These Hub Cap demountable wheels for Ford cars, naturally improve the appearance of the cars, strengthen the wheel, reinforces the ball races and adds strength and life to the front hub.

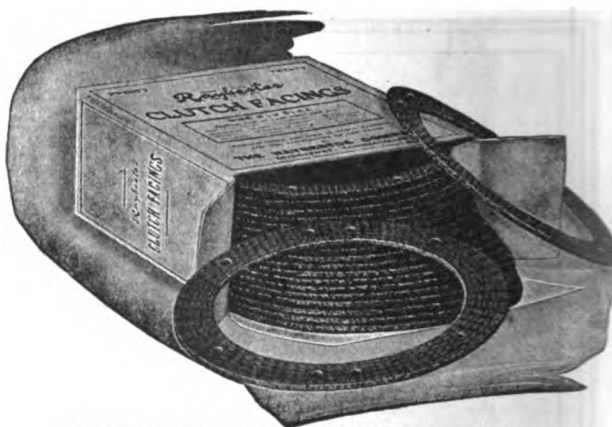
Hub Caps cover all the threads, thereby preventing them from becoming rusted and set so that it is hard to remove the wheel.

It is likewise claimed that it adds to the mileage, and while it does not prevent punctures or blowouts it does prevent delay and unpleasantness.

These demountable wheels have proven very popular and satisfactory wherever introduced.

Though it is only adapted for Ford cars, of course due to the fact that the Ford car still uses the old clincher tires, yet the Ford car is a splendid business getter and trade developer for merchants in accessory lines. In fact, as a number of garages and dealers say it is the dominant factor in their accessory business.

B. H. Finch, who is engaged in the hardware and implement business at Estacada, Oregon, reports a very satisfactory season, and a good outlook for 1918.



ASBESTOS DISC CLUTCH FACING

The Raybestos Co., of Bridgeport, Conn., have developed a metallic interwoven Asbestos Disc Clutch Facing that is proving most satisfactory wherever it has been tried.

Raybestos was the first treated, wire-inserted woven fabric to be used as a friction facing for disc clutches, and its manufacturers worked hand in hand with the earliest designers of multiple disc clutches in bringing this all-important unit in self-propelled vehicles to its present state of perfection.

These Facings were so successful in meeting the requirements that Raybestos Rings are now specified by a large number of manufacturers of motor vehicles.

They have issued a most interesting booklet on their Disc Clutch Facings, giving much valuable information, which will be sent to any of our readers upon request.

They come packed in a box of 20 rings of one size only. Merchants who are handling them report a very satisfactory sale.

The Canby Hardware & Implement Co., Canby, Oregon, who handle hardware, household furnishing, farm implements and machinery report a good outlook for 1918, and are planning for an active year.

Freiermuth Hardware Co., Watsonville, Cal., who handle a complete line of everything pertaining to hardware, automobile accessories, sporting goods, house furnishing, etc., report a very satisfactory year's business.

R. B. Wray has purchased an interest in the C. M. Wray Hardware store at Silverton, Oregon. Three of the Wray family are now in the United States Army, and Mr. Wray is coming to the assistance of his brother to help look after their business. He reports the outlook for trade as being most excellent.

The Bridgeman Hardware Furniture and Housefurnishings Co. are expecting to erect a new building at Harrison, Idaho, their building being recently destroyed by fire. They intend to carry a full line of everything pertaining to hardware, housefurnishings, logging, mill and camp supplies, crockery, dishes, and report the outlook for 1918 most excellent.



**BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE**
In place of Castors

If your dealer will not supply you write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales. Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT

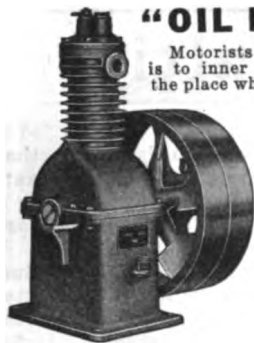
"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kielen Av., St. Louis
530-L Hudson Term., N. Y.

**Makes the Sale**

when maximum power and accuracy with minimum effort are required for work on light sheet metal, steel, galvanized iron, copper, brass, etc., for furnace piping, harness, paper, fabrics and auto repair work.

SAMSON PUNCH

equipped with 3/16" punch and die, unless otherwise specified. Takes seven interchangeable die sizes—from 1/16" to 1/4" in diameter—in same tool head. Drop forged steel, simple in design, nickel plated.

Write for Proposition,
Discounts, Etc.

MACHINE APPLIANCE CORPORATION

351 Jay Street

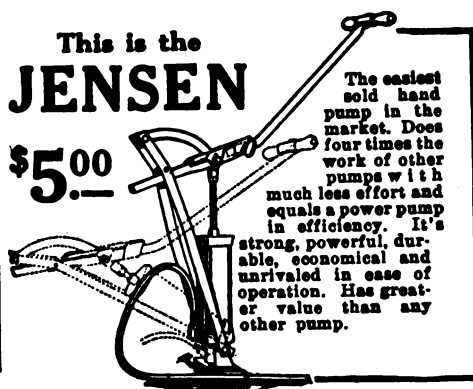
BROOKLYN, NEW YORK

"NO-LEAK-O"**Have You a Motor?**

LOOK! See that groove controlling the oil! The groove full of oil forms a dam. Gas cannot get down, surplus cannot get up. That's why motor has more power, no carbon. ISN'T THAT A REASON!

Write for Booklet W. Ford size and under 50 cts.
AUTOMOBILE ACCESSORIES CO., Baltimore, Md.

This is the
JENSEN
\$5.00



The easiest sold hand pump in the market. Does four times the work of other pumps with much less effort and equals a power pump in efficiency. It's strong, powerful, durable, economical and unrivaled in ease of operation. Has greater value than any other pump.

Dealers everywhere find it easy to sell. Get our very liberal discounts.
THE W. H. HOWELL CO., Geneva, Illinois

**ASBESTOS
SMC
BRAKE
LINING**

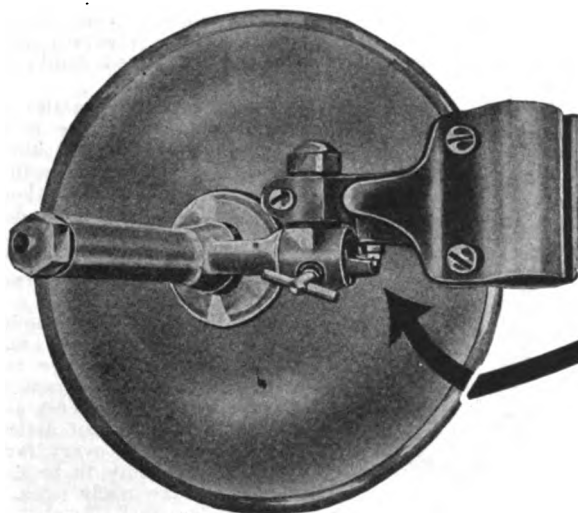
IT'S TOUGH

DURABLE AND DEPENDABLE

Special Sets for FORDS

Get Our Prices

STAYBESTOS MFG. CO.
5516 Lena Street, Germantown, Phila.



Rear View of Williams' Silverbeam Spotlight

WILLIAMS' SILVERBEAM SPOTLIGHT

Has adjustable control to comply with requirements of the lighting laws of all States. May be used for either left or right side of windshield

Detachable for Trouble Lamp or for lighting ramp at night. Has inclosed dust-proof and water-proof switch.

TWO SIZES
6 and 7 Inches

List
Model A, \$9.00

List
Model B, \$10.00

MANUFACTURED BY

WILLIAMS MFG. CO.

310 North Flower Street, Santa Ana, Cal.

WE SELL THROUGH JOBBERS ONLY

and are represented on the
Pacific Slope by

HUGHSON & MERTON, Inc.

San Francisco Portland Denver

New Goods and Specialties



THE HALL COLD PACK CANNER

The Hall Cold Pack Canner was invented by Mr. Morgan Hall of Grand Rapids, Michigan. Mr. Hall has been placing a few of these canners on the market but has not been ready for a general distribution until recently.

The Cold Pack Canner is made of galvanized steel. It is just the right diameter to fit over a single burner and tall enough to boil 12 one-quart jars, in two tiers of six each.

The canner will handle any style or make of fruit jars.

It particularly appeals to the housewife for various reasons. The fruit jars can easily be placed in the canner or taken out of it. The wire handles are always cool and there is no danger of the housewife burning her fingers. The jars cannot be dropped in hanging, cannot tumble over while in the canner, are easily handled and save considerable time because the fruits and vegetables do not have to be cooked before canning.

At present the Hall canner is being used for demonstrating purposes by the universities of Utah, Michigan, Minnesota, Iowa and Massachusetts. It has the endorsement of the United States Food Administration, and because it will be advertised in farm papers and magazines of national circulation as well as in the trade journals, it will no doubt be one of the good sellers during the coming fruit canning season.

There is nothing complicated about the Hall Canner. It can be used equally well by amateur or expert. It is made as compact as possible in order to get the best results with the least fuel.

Many housewives who have been canning by the cold pack method, have been forced to use garbage cans, lard cans, boilers, etc., but these have never been very satisfactory because the housewife is very apt to have her hands scalded, the jars cannot easily be taken out, and there is danger of dropping and breaking them.

The container of the Hall Canner is made a special size to reduce waste space as much as possible. The extra height allows six more jars to be sterilized in the upper tier at only a trifling additional fuel cost. Two tiers of quart jars cannot be safely boiled in a can less than eighteen inches high.

Each rack with its one or two jars (sometimes three pints) is handled separately, which eliminates having to lift a heavy tray full of loaded jars. A dozen quart jars will weigh from thirty-five to forty pounds filled.

When a rack of jars is placed in the container, they will locate just right with relation to the bottom and sides to get the proper circulation of water. They will stay where placed. One rack cannot interfere with another and no jar can be tipped over.

The handle being open, and projecting outside of container, is always cool and can be handled without holders.

Any rack can be taken out without even having to look into the boiling water. A jar cannot be broken in handling, nor dropped out of the rack.

The Hall canner retails for \$4.50 each. It is the only canner of its kind on the market. When a housewife cans by the Cold Pack Method she does not have to sweeten her fruits as much as otherwise would be necessary. This fact alone is inducing many housewives to can by the Cold Pack Method.

A time table for cooking and complete directions for blanching and sterilizing by the Cold Pack Method is furnished free with every Hall canner that leaves the factory.

This canner is manufactured and being placed on the market by the Hall Canner Company of Grand Rapids, Michigan.

A NEW BEVERAGE COMPOUNDER

The New York Stamping Co., Brooklyn, New York, are having marked success with their beverage compounder or shaker, illustrated herewith. This has for its object the accurate compounding of mixed drinks of beverages.

The prevailing practise of compounding beverages is to pour liquids of different kinds from different receptacles into a glass by guess work, without any effort to measure the different liquids used. Consequently the draught produced is often not what the person desires.

The Beverage Compounder provides means whereby any mixed drink or beverage can be prepared and dispensed to suit the taste of the most discriminating. It is an article that is needed by every family, and needs only to be displayed to make ready sales.

With the beverage compounder they furnish a booklet of receipts for mixed drinks.

Full information can be obtained from the New York Stamping Co., their jobbing connections or their far western sales representatives, W. P. Horn, Rialto Building, San Francisco.



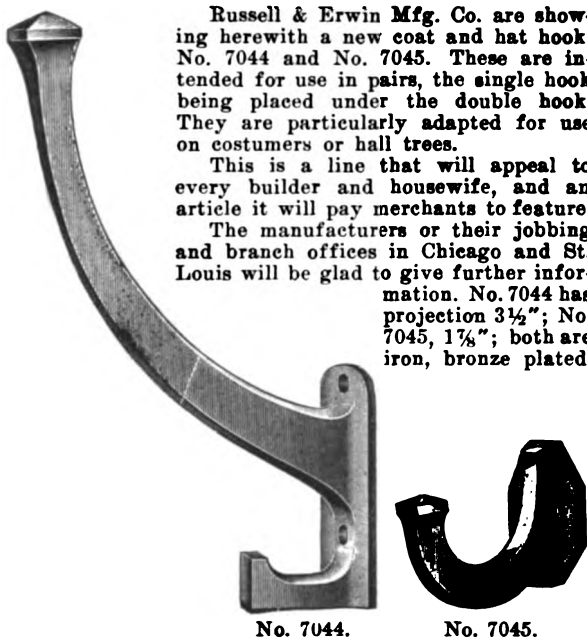
The Central Hardware Store, Hollywood, Cal., has changed hands, E. L. Harter and R. B. Ramsey of Redlands being the purchasers. They have had a long and successful experience in the hardware line, having formerly been engaged both at Redlands and Gardena. They plan to add materially to the stock.

COAT AND HAT HOOKS

Russell & Erwin Mfg. Co. are showing herewith a new coat and hat hook, No. 7044 and No. 7045. These are intended for use in pairs, the single hook being placed under the double hook. They are particularly adapted for use on costumers or hall trees.

This is a line that will appeal to every builder and housewife, and an article it will pay merchants to feature.

The manufacturers or their jobbing and branch offices in Chicago and St. Louis will be glad to give further information. No. 7044 has projection $3\frac{1}{2}$ " ; No. 7045, $1\frac{1}{4}$ " ; both are iron, bronze plated.



No. 7044.

No. 7045.

RICHARDS - WILCOX ORGANIZATION
WORK FOR RED CROSS

The employees and officers of Richards-Wilcox Manufacturing Company have again shown their loyal patriotism by subscribing unanimously to the Red Cross campaign recently completed. Every individual in the R-W organization at Aurora, Ill., from the newest hand in the shop and the errand boys in the office, up to the General Manager and President of the company, have made a monthly subscription for the duration of the war. Individual subscriptions were signed in amounts ranging from a few nickels up to several dollars, a total of \$200.00 a month being subscribed.

This record in addition to a snug sum was subscribed by the same individuals during the first Red Cross campaign, the recent Y. M. C. A. campaign, the two Liberty Bond campaigns and all the other special demands for money being made at this time, demonstrates the enthusiastic support the personnel of the Richards-Wilcox Company is giving the boys who have joined the colors. Besides this, many of the best men in the R-W organization are now in the service of Uncle Sam—some of them in France.

STANLEY DOWEL AND ROD-TURNING
MACHINE

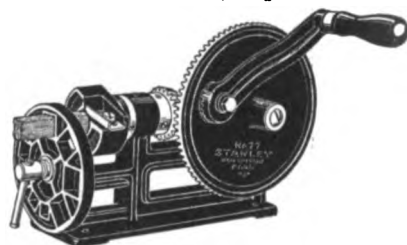
The Stanley Rule & Level Co. are showing their new Dowel and Rod Turning Machine No. 77, as a tool that will appeal to carpenters, cabinet makers, pattern makers, furniture manufacturers, supervisors or instructors of industrial education and to anyone interested in wood working.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length. Ready-made or stock dowels have a tendency to warp or shrink, making them very unsatisfactory to use where a close fit is desired, but with this machine the workman can cut his dowels when he is ready to use them, and of the same material as the wood being worked.

One cutter head complete for making dowels or rods $\frac{3}{8}$ inch in diameter is furnished with each machine. Additional cutter heads with cutters $\frac{1}{4}$, $\frac{5}{16}$, $\frac{7}{16}$, $\frac{1}{2}$, $\frac{9}{16}$, $\frac{5}{8}$, $\frac{11}{16}$ and $\frac{3}{4}$ inches can be furnished if desired at a slight extra cost.

This is an article that will appeal to every mechanic and woodworker, and only needs to be brought to their attention in order to make a demand.

The Stanley Rule & Level Co. or their jobbing connections will be glad to give full information to any of our readers upon request.



EXCELLENT PRODUCTS

The Cedarwax Co., 1123 W. P. Story building, Los Angeles, Cal., are directing attention to their Liquid Cedarwax, which is a product that cleans and polishes in one operation all furniture, hardwood floors and interior woodwork.

So confident are they of the value of this product, they will be glad to send trial bottles free to any of our readers.

These goods are sold on their merits, and they guarantee them to make good. The cooperation they extend to retail merchants makes the line a desirable one to handle.

In addition to Liquid Cedarwax they also manufacture Forestbreeze, an insecticide with the odor of the woods; Windowgloss, a liquid sunshine that cleans clean; Speedemulsion for plants and trees; Metal Cream, which makes things look brighter; also polishing and dust clothes.

These products are in demand by merchants handling hardware, housefurnishing and automobile accessories.

The company will be glad to give full information to any of our readers upon request.

The New York Hardware Trading Co., operating several stores in Los Angeles, have recently leased and moved one of their stores into new quarters, 621 South Main street, giving them greatly increased facilities for an enlarged stock. They report a very satisfactory year.

The new store building of the Nogales Hardware & Furniture Co., Nogales, Arizona, is nearing completion, and when finished will be one of the most complete mercantile institutions in Arizona. The second floor of the business will be used solely for furniture. The outlook is reported as quite excellent.



**Lane's "Special"
Door Hangers
SELL**

because — workmanship is perfect, moderate in cost, with a generous profit. Write for catalog and prices.

LANE BROS. CO.
Poughkeepsie, N. Y.



STANLEY WORKS SALES CONVENTION

One of the most successful Sales Conventions The Stanley Works ever conducted was held in New Britain, Connecticut, recently. It was attended by all the representatives of The Stanley Works with the exception of John T. Rowntree of Los Angeles.

The Convention opened with a speech of welcome by Vice-President E. A. Moore and a discussion on the War's Effect upon Business led by C. F. Bennett, second Vice-President of The Stanley Works. Papers followed on the Expansion of the Plant by E. W. Pelton, Superintendent of Power, and on Plans For and Progress of the New Hot Rolled Steel Plant by M. Farmer, who will have this new plant in charge.

Led by Stuart Parsons, head of the Efficiency Department, a general discussion was held on new goods made during 1917, and suggestions for improvements in the line. This discussion took up all the afternoon and Wednesday morning. On Wednesday afternoon the plans for Stanley Works 1918 Advertising were presented by A. H. Dessau, Advertising Manager, and samples were shown of new selling helps which will be distributed during the course of the year to Stanley Works' customers. A general discussion on advertising followed.

Thursday was given over to the discussion on Sales and Sales Policies by A. Zimmerman, Sales Manager of the company, and a paper was read on the Present Credit Situation by H. P. Carter, the Stanley Works' Credit Manager. Discussion on these subjects lasted until the Convention adjourned, late Thursday afternoon.

The Stanley Club, an organization composed of factory foremen, timekeepers and office employees, gave an entertainment and dance for the visiting salesmen, and the company gave the salesmen a dinner Wednesday night, at which the Hon. George B. Chandler, Chairman of the Publicity Committee of the Connecticut Council of Defense, was the principal speaker.

"PAINT CHEAPER THAN RUST"

"Do not put off painting until tomorrow what you should paint today, as paint costs less than rust, or the interest on borrowed upkeep capital," is a statement of the Joseph Dixon Crucible Company of Jersey City, New Jersey.

The electric transmission towers of the Niagara, Lockport & Ontario Power Company, Buffalo, N. Y., are painted with Dixon's Silica Graphite paint, a paint much used the world over as a construction and maintenance paint by street and steam railroads, electric light concerns, etc.

SMOOTH-ON INSTRUCTION BOOK

The Smooth-On Mfg. Co., Jersey City, New Jersey, have just issued a sixteen-page instruction book, giving some valuable information with reference to the use of their products, and their adaptability for various lines.

This is a book that should be at hand for ready reference, and they will be glad to send copies of this book to any of our readers upon request.

It contains the standard sizes of Smooth-On Coated Corrugated Gaskets for flanged pipes from two inches up to twenty-six inches.

This product enjoys a splendid reputation, and is adapted for such a wide variety of uses that their demand is constantly increasing.

THE FUNCTION OF THE STOMACH

The teacher was examining the class in physiology. "Mary, you tell us," she asked, "what is the function of the stomach?"

"The function of the stomach," the little girl answered. "is to hold up the petticoat."



THE NEW PROUDFIT "CARRY-ALL"

The Proudfit Loose Leaf Company, Grand Rapids, Michigan, is placing a new catalog binder on the market. It is claimed that this binder is an indestructible, light weight and practical traveling salesman's case, equipped with a loose leaf catalog binder and provisioned for the carrying of price lists, order blanks and other stationery and records necessary to the salesman.

It is made entirely of sole leather and thin steel plates, put together with rivets and heavy machine sewing.

The binder utilized in the outfit is the Proudfit style E-L, having a capacity limited only by the expansion of the case. It opens as flat as a bound book, binds on less than one-half inch binding margin and mechanically, it is simplicity itself.

The Proudfit Carry-All carries in addition to the Loose Leaf binder a collapsible leather pocket or portfolio made in any capacity to suit individual requirements.

The Carry-All automatically adjusts itself to any capacity of binder or pocket and is made of oak or hemlock tanned sole or strap leather.

The Proudfit Carry-All is not a stock proposition, is made to order to the individual requirements of manufacturers, jobbers, salesmen or any one else who finds it necessary to carry a large catalog.

While it is a new Proudfit product on the market, the Proudfit Loose Leaf Company has in times past made a good many of these carriers to order for various concerns, and it is claimed that in every instance the Proudfit Carry-All has proven highly successful.

No man was ever really great who was not at it every hour in the day and every day in the year.



ROYAL SELF-HEATING IRON

The Royal Self Heating Iron is an article that appeals to the women folk of every community.

The Royal Iron Mfg. Co. tell that they have over 850,000 satisfied users, which is a strong recommendation to the merits of this self heating iron.

The co-operation which they extend in furnishing merchants with window trims, counter displays, movie slides and other advertising matter makes the line a desirable one.

They will be glad to give full information and details to any of our readers upon request. Write them at Big Prairie, Ohio.

CONVENTION OF WESTERN REPRESENTATIVES OF INGERSOLL WATCHES

The Advertising and Sales Departments of Robt. H. Ingersoll & Bro., were in attendance at the Pacific Coast Sales Convention held at the Pacific Coast offices of this company in San Francisco, after a successful year.

This Convention was not called to celebrate, but to make all realize that only those in dead earnest can survive and do their part in the days to come; and to emphasize the value of advertising in this crisis.

The representatives back from an eastern trip, where they visited the three factories of Robt. H. Ingersoll & Bro., at Trenton and Waterbury, where over 5,000,000 Ingersoll watches are made each year, explain the wonderful things that are being done at these factories. Methods were discussed that should enable the salesmen to help increase the profits of the retailer.

The retailers who are called upon by the salesmen within the next few months will find them a storehouse of interesting facts—facts that will be profitable, to every retailer.

Strenuous work at the Convention was lightened by theater parties and dinners which were attended by over 100 of the employees of the Geo. F. Elward Company.



**Retails for
\$1.00**

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-L W. Hellman Bldg., Los Angeles, Cal.
(Factory: San Francisco)

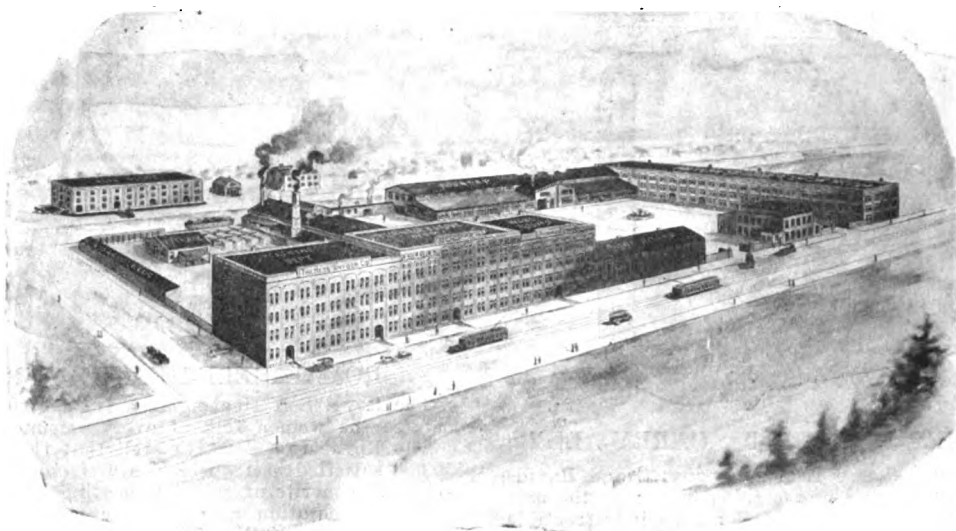
Cleans and Polishes
LIQUID CEDARWAX
Furniture, Hardwood Floors Interior Woodwork

made clean and bright with one operation. Every household needs it.

There's a good profit for every merchant.

For special introductory offer to dealers write

THE CEDARWAX CO.
1123 Story Building Los Angeles, Calif.



THE HESS-SNYDER PLANT

The photograph herewith gives some idea of the magnitude of the plant of the Hess-Snyder Co., of Massillon, Ohio, which is modern in every detail, the buildings being of brick and steel, equipped with automatic sprinkler equipment, electric motors being used to drive all machinery.

While they do not claim to be the largest in the world, yet they are not excelled by any one in equipment and facilities for turning out goods of superior quality, including coal and gas heaters for factory and resident use. Also a line of friction clutch and plain cast iron pulleys used for driving machinery in any plant. They will be glad to furnish catalog to any of our readers upon request.

NEW CASSEROLE

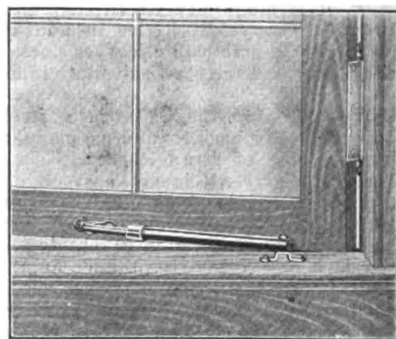
The New York Stamping Co., Brooklyn, New York, are illustrating their Nos. 782 and 783 Casserole which has an entirely new style frame, and has never previously been on the market.

Wherever this Casserole has been shown it meets



with instant favor, and appeals particularly to the housewife.

The products of the New York Stamping Co. have earned a high reputation for quality and service, and these new styles are destined to become leaders in their line.



RUSSWIN FRICTION ADJUSTER

Russell & Erwin Mfg. Co., New Britain, Conn., have placed on the market their Russwin Friction Adjuster No. 8 for casement, sash and transoms.

This adjuster can be applied to either the top or the bottom of the sash, opening out, and at the top or bottom of the sash opening in where there is no objection to applying the adjuster on the outside of the sash.

It can also be applied to transoms opening either in or out. We are illustrating herewith the method of adjustment.

This appeals to all house owners, builders, contractors and architects, as one of the most efficient adjusters made. Length over all closed is nine inches; open, 15 inches; size of the end plates, $2 \times \frac{5}{8}$ inch.

They will be glad to give further information to any of our readers upon request, and to send descriptive matter.

Some persons ask advice only because they want some one on whom to place the blame if a venture that they have in mind goes wrong.



ANNOUNCEMENT OF NEW PEXTO COUNTER DISPLAY

In line with their established policy of aiding the sales of their goods through the medium of attractive counter displays, The Peck, Stow & Wilcox Company of Cleveland, Ohio, and Southington, Conn., are introducing to the trade a handy, unique display for their Ladies' Rose Shears.

One display is packed free in each carton containing one dozen Ladies' Rose Shears. The display itself holds but six pairs, a distinct advantage, for it allows a reserve supply of six pairs of shears to stay bright and fresh-looking.

The accompanying illustration is an exceptionally good reproduction of the Pexto Rose Shears Display. The shears themselves have peculiar advantages. For instance, they are so constructed that the rose after being cut off, is held until it is released by relieving pressure on the handles.

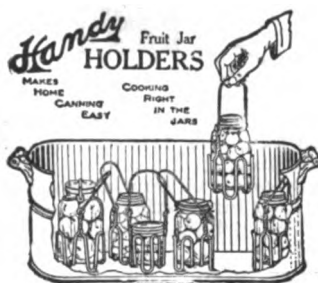
The manufacturers state that further information will be gladly sent on request.

The Goulds Manufacturing Company, Seneca Falls, N. Y., manufacturer of pumps, has put into effect beginning January 1, 1918, a bonus system whereby all hourly, piece work and salaried employees, rated at \$40.00 a week or under, will receive quarterly, a bonus of 10% on their total salary for the previous three months. This bonus is contingent upon a stipulated amount of time being put in at actual work during the year, and is aimed to encourage full time work.

A READY-SELLING ARTICLE

Attention is directed to the announcement of the Handy Fruit Jar Holder, made by the Handy Manufacturing Co., of Chicago and Seattle. These holders have been on the market several seasons, and have become so popular with housewives that it has been necessary to more than double the capacity of their plant, and to increase their facilities for supplying merchants promptly.

A great impetus has been given the sale of these fruit jar holders by the necessity for food conservation and to enable the women folks to make home canning



easy. These fruit jar holders are the most practical and seasonable articles of the kind made. They have the endorsement of various housekeeping institutes and organizations, and merchants will find a big demand for them wherever they are displayed. They retail for 10 cents each, or a set of six for 60 cents. It is an article

that will please your customers and bring them back. The Mandy Manufacturing Company are in a position to take proper care of the trade in any part of the country. Our subscribers east of the Rocky Mountains will be taken care of from the Chicago factory, 208 Wabash Avenue, and those on the Pacific Coast can address them at 504 Maritime Building, Seattle, Wash. Now is the time to prepare early for sales of this excellent article.

CARAFE SET

The handsome Carafe set, Jug or Pitcher is the delight of the hospitable housekeeper, when she sees it decorating her table—or ornamenting her buffet and lending a tone to her dining room.

Dainty and graceful are the new colored enameled designs of the "Icy-Hot" Carafe sets, Pitchers, Jugs and Bottles.

"Icy-Hot" Carafe sets, Pitchers, Jugs and Bottles are now made in delicate shades of Pink, French Gray and Verde Antique.

They are a pleasure to look at. And of all Vacuum Products the enamel colored "Icy-Hot" Carafe set, Jug or Pitcher are the most highly prized.

The special process employed in the baking on the enamel coloring on the Carafes, Pitchers, or Trays, serves a two-fold purpose—beautifies the Carafes, Pitchers or Trays—and is sure to wear with better satisfaction.

Another item of importance deserving mention is the "Icy-Hot" Khaki Sling. This Sling is hung from a strap which is adjustable so that it will fit any man—and an "Icy-Hot" Bottle can now be carried by the "Boys"—or those interested in hunting without interference of the arm movement so necessary in marching or shooting.

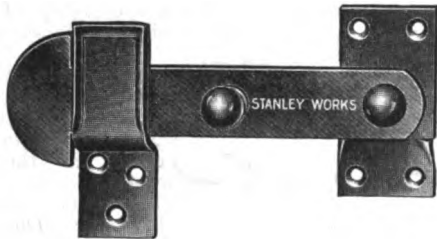
Both of the two items have proven to be popular. And judging from the various reports the "Icy-Hot" Bottle Company were snowed under with orders for the Colored Carafes and Pitchers, Khaki Slings and various other "Icy-Hot" Products.

The De Luxe Booklet should be in the hands of all Hardware merchants. There's no doubt that a copy of this Booklet will be cheerfully mailed to anyone interested. Write for one.

"You can soon fill your purse," says a philosopher, "by adding a little more than you take out." Simple enough, once it is explained.

NO. 1120 COMBINATION LATCH

The Stanley Works is now selling a new Combination Latch for swinging or sliding doors. This new latch is proving to be popular because it is extra heavy, self latching on sliding doors, reversible and



strong. It will not catch on harness, for it can be swung over and out of the way. No. 1120 can be had japanned or Stanley Sherardized.

Packed one set in a wrapper with screws, one half dozen in a carton. For further information, etc., write to The Stanley Works, New Britain, Conn. Cut is one-third size.

NEW SIFO FACTORY

The SiFo Products Company of St. Paul, Minn., have purchased the real estate and factory formerly occupied by the Hammond Asphalt Products Co., at Hammond, Ind., with a view of enlarging their present output and affording a distributing and manufacturing center for their eastern and southern markets.

Work will commence at once remodeling the building preparatory to installing new and modern up-to-date machinery, such as is now in use in the St. Paul factory, for the manufacture of asphalt shingles, roofings and SiFo Lath. These changes are necessary in

order to produce the high standard product this company manufactures. The present plans call for the factory to be in operation February 1st.

The name SiFo is coined from the names of Silas M. Ford, President of the company, who resides in St. Paul, where the SiFo Products Co.'s main factory is located, and has been in successful operation since the pioneer days of the asphalt roofing business.

E. W. Adams, for many years a successful sales manager and executive in the roofing business, is Vice-President and General Manager of the Hammond plant. Mr. Adams has been for the past six years Sales Manager for one of the large roofing companies in the Middle West and is a man with a wide range of experience and well known to the trade.

The Treasurer of the Hammond plant, George F. Siroky, is a gentleman of strict integrity, who is well and favorably known to the trade. His experience in the roofing business dates back for the past six years. He will locate in Hammond.

Wm. C. Smith, Sales Manager of the Hammond plant, will also reside in Hammond, as the company will travel a large force of salesmen in the eastern and southern territory.

LARGE SUPPLY OF CASTERS AND CAST IRON WHEELS

Lansing Company of 338 and 348 Brannan Street, San Francisco, have just received from their factory a car of castings which covered every imaginable size and style of casters, cast iron wheels and axles. These are used in the equipment of their two and four-wheeled store and warehouse trucks and also as stock for supplying their customers who are in need of extras. This company has also on route several cars containing wheelbarrows, warehouse trucks, hand carts, etc., which will swell their stock on hand in the warehouse to one of the largest in San Francisco.

Polish Your Car WITH Crystal-lac

Crystal-lac is a quick cleaner and polisher, which removes all grease, dirt and previous polish, leaving a mirror-like surface with an aristocratic luster.

SHAKE THOROUGHLY

FOR AUTOMOBILES-
PIANOS-FURNITURE-
INSIDE FINISH-
VARNISHED OR ENAMELED
SURFACES-HARDWOOD
FLOORS ETC.



Look for this label

Crystal-lac is a mechanical cleaner and polisher, therefore harmless; contains no acid, alcohol, alkali or any substance harmful to the finest luster. **Send for free sample.**

Out this out and mail to Crystal-lac Dist. Co.,
Please send me FREE sample of
CRYSTAL-LAC POLISH.



NEW HOME OF SAN FRANCISCO JOBBERS

Mangrum & Otter, Inc., of San Francisco, are taking much pride in now being installed in their new home, 827-831 Mission Street, San Francisco.

This institution was established over thirty years ago, and under Mr. Mangrum's progressive management a large trade has been developed, making them one of the largest factors in their line on the Pacific Coast. They are the jobbing distributors in their territory for the Garland line of stoves and ranges; Grand Rapids Refrigerator Co.; Crescent Electric Dishwasher; and, in fact, a complete line of household, hotel and kitchen equipment, as well as heating and ventilating apparatus, mantels, grates, floor and wall tile, etc., and extend an invitation to the trade to call and see them in their new home.

"TIN-ROOF PAINT WOULD TRY A SAINT"

"Tin-roof paint would try a saint" sometimes, admits the Joseph Dixon Crucible Company, of Jersey City, New Jersey. Tin today is not what it used to be in weight and metal. The acids, gases, and dust in the air, etc., is greater than what it used to be. Or it may be the tin was not properly put in painting condition to receive the paint, according to directions on paint label. There are sometimes failures. Again there are remarkable instances of long service. In their monthly house organ, the Dixon Company reproduces roof testimonial telling of 20 years' paint service. This concern also distributes an illustrated tin roof booklet of much interest to factory owners and the general trade.



THE ROLLER BEARING IDEA APPLIED TO CHAIN

This is the title of an interesting circular recently issued by the Cleveland Galvanizing Works Company describing Hodell Chain and contrasting it with the familiar flat-link chain made of links die-cut from sheet metal.

Since the new chain is a very great advancement, we believe our readers will be interested in a brief description of it.

Hodell Chain is of patented construction, made of flattened wire in a machine which, it is stated, will automatically reject any wire that is imperfect. This machine loops the wire, bends it and laps the ends in such a way that the next link cannot drop back and wedge as happens in ordinary flat chain—this and the smoothly rounding contacts, due to the use of smooth drawn wire, gives the "roller-bearing" effect, a flexibility that is hardly surpassed by rope itself and it is claimed that Hodell chain is entirely free from the tendency to buckle and kink that is the source of so much bad language among users of ordinary flat chain.

A most interesting comparison in this circular is made in connection with the illustrations reproduced here—the "grain" of the ordinary flat link chain is compared to that of a block of wood sawn to the same shape—the die-cut link not only has the same sharp edges, but it also has the cross grain which interferes with uniformity of bending and strength. The Hodell link is compared to a willow wand bent to shape—the grain runs with the strain and there are no sharp edges.

Another contrast in favor of Hodell chain is the double thickness at the eye where wear is greatest and the re-enforcement there which prevents the chain from flattening and lengthening under strain. In fact, it is claimed that in tests of tensile strength the break comes in the wire, the joint neither giving way nor becoming distorted.

The new plant of the Cleveland Galvanizing Works Company enables them to take care of the rapidly increasing business in Hodell chain which is not only replacing ordinary flat-link chain, but is proving ideal for every use to which chain is adapted.

NORTHERN CALIFORNIA STOVE ASSOCIATION

The annual meeting of the Northern California Stove Association was recently held in San Francisco. Harry F. Hall of Holbrook-Merrill & Stetson Company, was elected President, succeeding Wm. R. Meyer, who resigned. The members of this organization recognize the value of getting together in a social way and discussing matters that are of interest to the Stove fraternity.

Col. William J. Barrett made an ideal toastmaster at the annual dinner which was attended by representatives of Holbrook-Merrill & Stetson, Steiger & Kerr, Jas. Graham Manufacturing Company, Hammer-Bray Company, Buck Stove & Range Company, Rathbone, Sard & Company, Mangrum & Otter Company, Geo. M. Clark Company, Riugen Stove Company, and A. B. Stove Company.

The association has done much effective work with Retail Merchants in eliminating the abuses and co-operating with them to meet present business and trade conditions.



AN UNUSUAL EXPERIMENT

The experiment of pouring boiling water into a Pyrex pie plate on a block of ice is a good demonstration for retail merchants to feature in calling attention to the merits of this line. The selling points mentioned in their announceemnt this month, and their method of cooperation will convince any merchant that here is a line that is bound to be in big demand; a line that will be well to couple up with in securing their attractive proposition to retail merchants. The publicity cooperation likewise makes it a desirable line to feature. This is an opportunity that should not be overlooked.

TINNING PLANT INSTALLATION AND JOB TINNING

The New Standard Hardware Works, of Mt. Joy, Penna., wishes to announce an addition to their plant and organization. After many years of practical experience in the tinning of steel, gray and malleable iron hardware, they have perfected a tinning process which is second to none as regards production, quality and tin saving. The addition to the plant is an increased equipment for all kinds of hot tinning of gray iron, malleable iron, steel and brass stampings, etc., and in connection with this new addition they are in a position to take care of increased quantities of hot tinning, and solicit your orders.

The new organization is a department especially qualified to advise intelligently on the outfits, installations and any information regarding tinning plants. This department will not only advise how corrections can be made in your present methods so as to save money and increase production, but is well qualified to quote on complete tinning plant installations.

They solicit your inquiries both on job tinning and tinning plant outfits.

You can kill the genius, creative effort and enthusiasm of any individual simply by withholding your co-operation, support and fellowship and by never speaking or writing a word of encouragement.

THE CHATILLON LINE IS RIGHT

Five reasons are presented in the announcement of John Chatillon & Sons this month, which are convincing of the merits of the Chatillon line of scales and cutlery. The dealer makes no mistake in handling a line that is backed by such an institution whose one aim is to produce goods of quality and merit, and who extend such cooperation that make their lines most profitable to handle.

THE "HOME" CHERRY STONER

The manufacturing department of Schroeter Bros. Hardware Co., St. Louis, Mo., have placed on the market another specialty called the "Home" Cherry Stoner. It has many new features, making it most practical for the home, restaurants, hotels, bakeries, candy kitchens and canneries. The "Home" Cherry Stoner removes the stone without crushing the cherry. It is positively the fastest and most convenient cherry stoner made. It is self-feeding; due to the rocking hopper which agitates the cherries, causing them to roll into the pitting sockets. Hopper is large enough to hold a dozen or more cherries at one time. The "Home" Cherry Stoner is operated by a natural movement of the hand, which makes it less tiresome to operate. Two cherries are pitted with each downward thrust of the plunger handle. The downward thrust of the handle forces plungers through the cherries and at the same time, forces the stones below, and with the return or upward stroke the stone is cleaned from the sockets and drops them into the discharge spouts.



The "Home" Cherry Stoner is constructed with removable hopper which allows compact packing and is easily cleaned. It is also equipped with removable clip for inserting new cleaning washer. The cleaning washer is made of best rubber cloth composition. The "Home" Cherry Stoner is durable and compact, having no complicated parts to wear or break. Height above table, 8 inches. Over all, 10½ inches. Length over all, 9½ inches; width, 3 inches. Put up in individual cardboard box, 2½x5x11½ inches. Weight per shipping case of one dozen Cherry Stoners, 30 pounds. Finished in blue enamel, hard baked, making it a most attractive article for any kitchen. The "Home" Cherry Stoner retails at 75 cents each.

Schroeter Brothers Hardware Company will be glad to send further information and dealers' prices to any of our readers, upon request.

"PROTECTIVE PAINT. PER YEAR OR PER GALLON"

In its house organ, the Joseph Dixon Crucible Company, of Jersey City, New Jersey, under title, "How do you figure?" discusses this argument and they show how "any old paint will do so long as it is cheap," is a false argument and a waste of labor and material. The best is the cheapest per year of service, argues the Dixon Company for its Dixon's Silica-Graphite Paint, and therefore gives the reason for the "faith that is in them."

Business Opportunities

POSITION WANTED.

A-1 hardware man wants position as manager, country store preferred. Address "H. W. A.," care **HARDWARE WORLD**.

EXPERIENCED HARDWARE MAN WANTED

for Seattle retail firm. State age, experience, nationality, and expected salary. Address Seattle, care of **HARDWARE WORLD**.

MANAGER WANTED.

Experienced hardware man, able to furnish good references and bond, to manage a small store in Pacific Northwest city. Salary and half profits to right party. Address Washington, care **HARDWARE WORLD**.

FOR SALE.

A good paying hardware business, will sell at invoice price, which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care **HARDWARE WORLD**.

POSITION WANTED.

In hardware store, where ability counts, with an opportunity to advance. Am 38 years old, married; have no bad habits. Have had five years experience in hardware and implement business. Can give best of references. Address O. H., care **HARDWARE WORLD**.

FOR SALE.

A nice clean stock of general Hardware, Implements, Stoves, Paints, Oils, etc., in a good live county seat town in the upper Sacramento Valley. A fine opportunity to obtain an old well established hardware business. For further information address "B. L.," care "Hardware World."

FOR SALE—Hardware stock, clean and well assorted, located in live, up-to-date Southern California city. Finest climate and water in the state. Will invoice about \$25,000. Best reasons for selling, full particulars on request. This is a splendid opportunity for some one wishing to live and do business in the garden spot of the U. S. Address Box A, care Hardware World.

FOR SALE.

Clean stock of furniture and hardware in a good foothill town. No opposition. Trade from neighboring towns. Will give cheap lease. Reasons for selling, have other business to attend to. Business established fourteen years. Address "S. A. F.," care **HARDWARE WORLD**.

FOR SALE.

Owing to continued ill health of owner, will sell our well established general hardware business, doing about \$30,000 a year. This business is located in a thriving little city of Southern California. Delightful climate. Fine schools, churches. Business can be largely increased by younger man. Address "Howe," care **HARDWARE WORLD**.

AN A1 OPPORTUNITY

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

POSITION WANTED

By a hardware man of twelve years experience; now employed by a large wholesale and retail firm of the Inter-mountain country. With one firm for seven years; can give best of references as to ability, character, honesty, etc. Wish to make a change to lower altitude and moderate climate. Prefer Coast in Southern California or similar climate in hopes of being beneficial to wife's health. Thirty-six years of age, with one child. Desire something permanent, with a reliable house. Address Box 20, care **HARDWARE WORLD**.

SITUATION WANTED.

Experienced traveler in the hardware and electrical jobbing line desires a new connection by December fifteenth. Long familiarity with the dealers in the Pacific Northwest assures results as to service, although prefers to engage in house work in a managerial capacity. In any case must be position that presents possibilities for advancement and co-operation in high class service. Best references from the trade or present position. Address M. B., care **HARDWARE WORLD**.

FOR SALE.

\$20,000 stock of hardware, furniture and fixtures. Our stock is heavy as we bought a great many staple articles at low prices.

Only hardware and furniture store in town, nearest competitor three miles away, and is a small store.

We rent brick building and have two other buildings, for which we pay \$50.00 per month, the main building we pay \$35.00. Not necessary to have all this space.

Established for year and a half, and have only \$18.00 of bad accounts on our books.

We carry a general line of hardware furniture, paint, oil, glass and kindred lines. Address M. M. M., Washington, care **HARDWARE WORLD**.

ORANGE CLIPPER CLUB

The enterprising merchants of Southern California, especially in the San Bernardino Valley, have organized what they term the Orange Clipper Club, which includes members in Rialto, San Bernardino, Redlands, Banning, Beaumont, Perris, Riverside, Colton and Corona.

The officers are Frank B. Keller, San Bernardino, President; F. E. Hobbs, Rialto, Secretary.

It is a mutual social club, meeting in different towns until the circuit is completed. There are no by-laws or obligations. The meeting is given over to general discussions for mutual benefit, and it is proving very helpful and interesting to the merchants connected with it.

There should be more of such organizations, and we commend the spirit of Southern California dealers to merchants in other sections.

WHO AM I?

I am the foundation of all business.

I am the fount of all prosperity.

I am the parent of genius.

I am the salt that gives life its savor.

I have laid the foundation of every fortune in America, from Rockefeller's down.

I must be loved before I can bestow my greatest blessings, and achieve my greatest ends. Loved, I make life sweet and purposeful and fruitful.

Plumbing and Heating

"LIVE OUR LIVES"

(By John Wanamaker.)

"In war time, as in peace time, we must live our lives. Normal, healthful living is best able to meet abnormal, unnatural conditions.

"In war time, as in peace time, we must go on working, playing, thinking, planning, dreaming, helping, doing—everything that is natural to do.

"Only—we must do—each of us—a little more; and we must do everything a little more thoughtfully, a little more cheerfully, a little more intelligently, a little more unselfishly.

"Living our lives means keeping well.

"Living our lives means keeping up our courage, our appearance, our disposition.

"Living our lives means keeping ourselves and our homes bright, cheerful and efficient.

"Living our lives means keeping our business going.

"Nervousness, worry, fear, grouchiness, grumpiness, long faces, a discouraged air, a down-at-the-heel look, are all enemies of service.

"And it is service—healthful, capable, willing, self-sacrificing service—individually and collectively, that our country needs today.

"The world believes that we have something—a sort of rough diamond, perhaps—in our hearts—that will carry us through any crisis.

"Now America must make good this trust.

"We must all work and sacrifice and do our part. But we must do it naturally, and in addition to our regular duties and regular responsibilities.

"Quietly, patiently, willingly, cheerfully, we meet the task—each of us as it comes to us.

"In the meantime we go on living our lives, day by day."

RIGHT

It appears that once a Westerner, visiting New York, was held up by a footpad with the demand:

"Give me your money, or I'll blow out your brains!"

"Blow away," said the man from the West. "You can live in New York without brains, but you cannot without money."

WHAT RESPONSIBILITY MEANS

(It is Not the Result of Promotion, It is the Forerunner.)

Responsibility isn't something that is lifted and strapped on to your shoulder by another who says:

"Now, this is yours; it is responsibility; do your best with it."

It isn't the result of promotion—it is the forerunner. Responsibility is not given; it is assumed. You can't dodge it today and tackle it tomorrow. If you are irresponsible now, you will be more so then.

If it were ours to teach a young man his first lesson, it would be that he is a responsible being; that his greatest interest is the success of his employer; that anything which comes under his notice which would save his employer a loss or add to his gain is his responsibility.

The boy who stuck his finger in the hole in the dyke and prevented a disaster, assumed a responsibility. When he discovered that little leak, stopping it became his work. There were no orders to do it, no one told him of the danger, it was not his task nor had his carelessness caused the trouble. He merely recognized a need for usefulness and assumed it.

This is responsibility. It wins promotion, it wins fortune, it brings distinction and it betters the world. It averts disaster and prevents injustice; it avoids errors and saves time; it means work but it also means happiness.

If you see anything that ought to be done that you can do, Do It.—Source unknown to us.

WAR OBITUARY

Solomon Grundy

Married on Monday.

Drafted on Tuesday.

Claimed exemption Wednesday;

Wifie learned it Thursday,

Sought the office Friday,

Returned him with thanks to his country Saturday,

And roasted him all Sunday.

When you lose a sale don't think what was wrong with the prospect. Think what was wrong with yourself.



"FAULTLESS"

PLUMBING
AND
HEATING
SUPPLIES

AFFORD Mutual Satisfaction

PLUMBER—DEALER
CONSUMER

All Testify to Their Unusual
High Quality and
Efficiency

M. L. KLINE

30 Years Wholesaling Plumbing and Heating Supplies
84-86-87-89 FRONT STREET, PORTLAND, ORE.

SMOOTH-ON

IRON
CEMENT
No. 5



For making hub joints on cast
iron soil pipes, gas and water
mains.

EASY TO APPLY

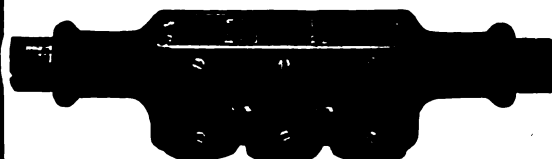
Difficult joints quickly and
easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

TRIO Pipe Die Stock



Sell yourself on the Trio idea and
you will have no trouble selling these
tools to your customers. Read this ad-
vertisement for selling points.

The Trio contains

THREE CUTTING SIZES

of Little Giant Pipe Dies. These Dies
are adjustable, can be removed from
the stock for sharpening and are re-
versible to cut threads on a pipe close
to a nipple or wall.

No dies or bushings to lose, no
changing of dies. The buyer selects the
three cutting sizes he most commonly
uses. He can have extra sizes if de-
sired. Then if he carries his Trio in
his kit he is pretty liable to have the
right cutting size right in the stock all
ready to use.

You can see the advantage. Could
you sell Trios?

Ask for further information, prices,
etc., and samples of envelope stuffers
furnished to dealers free.



A Trio of Happy Trio Users

Greenfield Tap & Die Corporation
GREENFIELD, MASS.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
London, 149 Queen Victoria Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



HEADS UP IN BUSINESS

(By Harry Gale Nye.)



We had one of those old-fashioned rain storms the other night—one of those rain storms when the rain freezes as soon as it hits, and this becomes a glass world, and the directors of the accident insurance companies meet and mournfully pass the monthly dividend of eleven per cent. It was a time for sobriety and rubbers and the

Straight and Narrow (in preference to the Great White) Way. The war risk on a fat man's legs jumped from a shilling and a half to seven marks and a franc. There was no telling when he might be submarined from below by a well polished spot in the concrete and go down with all hands. And even the thin man went about convinced that something was going to happen to him in a minute, and was very seldom disappointed.

Politeness at such a time became a very perilous undertaking, and informality rose to the dignity of a common custom. A man went a great deal farther than he ever intended, whether it was turning a corner or tipping his hat. I saw one young scion of our best society attempt to lift his hat to a lady, thereby forgetting all about his feet and his equilibrium. The result was that what was merely intended as a casual courtesy became a passionate avowal, as Laura Jean Libby or Lydia Pinkham or one of those other lady authors would say.

Instead of merely tipping his hat as he had planned, he threw himself at her feet—and made a bullseye. The young lady, not to be outdone in politeness, caught the idea—the only thing she was able to catch when she grabbed—and sat down on his neck. After that they felt real well acquainted. You can't act distant with a young man when you are sitting on his ear. It was a morning fraught with compound fractures, matrimony and other dangers.

The street was a sea of glass. Even the truck horses tangoed at their work, and when

the chauffeur put on his brakes he slid a mile. You would have thought it had been raining vaseline or axle-grease instead of rain water, or that a new race of men had been born with roller-skates in place of feet. The world seemed one gigantic banana peel, and nowhere to step on and nowhere to fall but down.

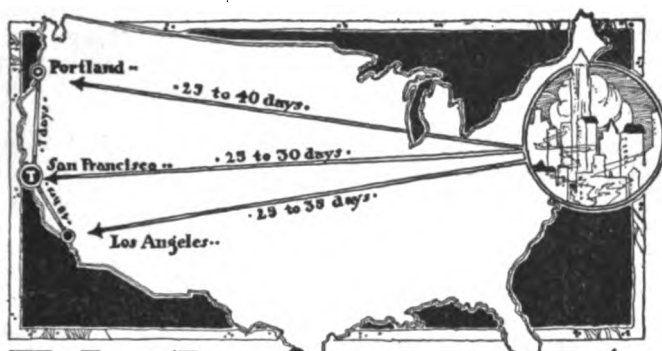
It was a morning that made you regret that climbing the greased pole and walking the tight rope were not taught in the public schools in your youth. But, if the lessons on how to get through the slippery world were missing then, they were evident now. Because, after all, brethren, the world on a slippery morning is not very different from the world on any other morning. Life is a skating-rink at best. And one of these icy mornings may point a moral and adorn a tale and tell us how to navigate places that may not be as easy to see, that are just as hard to fall on.

It has been my observation that the fat man's safety on an icy morning lies in walking in the middle of the street with his head up. When he begins to look down, or around, or behind, things begin to happen. As long as he keeps his eyes front and plants his heels and toes fair and square on the pavement he is pretty likely to get through without a busted clavicle. But if he passes a pretty girl and forgets the rubber on his heels for that in his neck, or if he turns out of the middle of the street to stop and talk about the weather to Herman of the White Apron, catastrophes are likely to occur and accidents to happen. Or if he just keeps looking at the ground and groaning because it is so slippery, instead of looking ahead for the best going, he will never find where the best going is.

So "Heads Up" is a good rule on an icy morning in life, and in business and everything else. Not that a man ought not to take some little pleasure as he passes through this vale of tears. A man ought to have a little fun with life, considering the amount of fun life has with him. But you can have a lot of fun when you're out walking and still side-step the slippery spots. "Enjoy yourself while you live, for you will be a long time dead" is all right—but Safety First. The fun that you can have and still keep your head up is the only fun



THE WORLD SEEMED LIKE ONE GIGANTIC BANANA PEEL



Help the government. relieve the car famine

The Government needs your assistance to help relieve freight congestion.

It asks that you order materials made on the coast so as to release cars that would be otherwise tied up by the transcontinental haul.

Pacific Plumbing Fixtures are only one of many lines made on the coast that cost no more than Eastern products and are of superior quality.

New York's new
Pennsylvania Hotel
equipped with

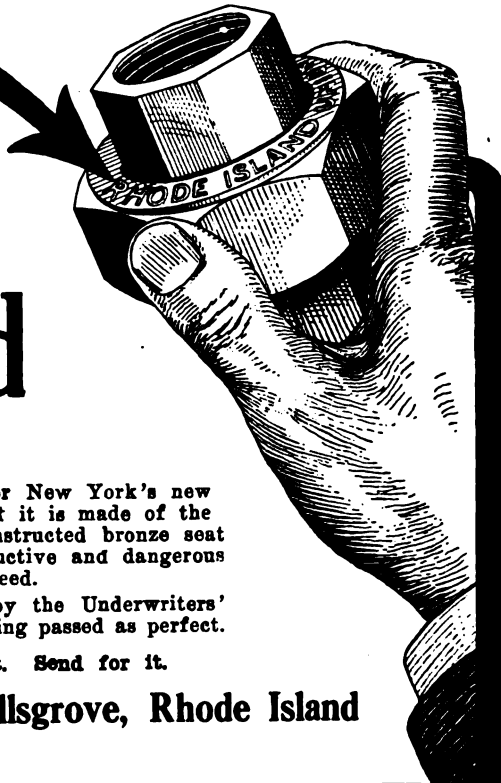
Rhode Island Unions

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



worth while, because as long as you can keep your head up you are not riding for a fall.

And what applies to fun applies to work as well. In every business you are going to hit the icy mornings when the world is a sea of glass. At such a time there is just one thing that will put you through with a whole collar-bone and a complete collection of ribs, and that is keeping your eyes ahead, picking out the best road and the surest going and never letting on but what you think the weather is just right for the walking you have to do. I have seen a small boy when he met an icy place, begin to do a dance—and every time he wound up by hitting the pavement. I have seen men in business, when the going got icy, try some fancy stunts to get them across—and every time they hit the chute to disaster.

No, sir; on an icy morning in life or business there is only one thing to do—and that is to keep your head up, your feet in the middle of the road, and your eyes ahead.

WHITE BATHROOM FIXTURES

There is nothing that appeals so much to the owner of any building, no matter what its nature, as a clean, attractive bathroom. Nothing adds more to it than the proper kind of fixtures and equipment. The snow-white appearance of Pyralin products makes an especial appeal to every owner, and when you consider that these fixtures of a superior quality cost no more than inferior goods, and that means so much to the plumber and the dealer, you should never hesitate to recommend a line that is not only sure to please your customers, but will bring you both profit and satisfaction. C. F. Church Mfg. Co., or any of their jobbing connections or sales representatives will be glad to give full information.

A. H. Froom has disposed of his plumbing business at Santa Maria to his brother, Otto Froom, and Charles Bidamon, who will conduct the business.

T. C. Jameson, manager of the plumbing department of Ford & Sanborn Co. at Salinas, Cal., has engaged in the plumbing and tinning business on his own account at Gonzales with Chas. Long. The firm will be known as Jameson & Long.

CAN'T WALK OUT

"You look disgruntled," said the shoe man.

"Yes," snapped the hardware dealer. "Had a little rush just now, and a couple of prospective customers walked out without being waited on."

"They seldom get away from me," declared the shoe man. "I take off their shoes as soon as they come in."

THE BOILERMAKER'S DREAM

Last night, when slumber held me bound.
"Steel" things stole to my bed.
I dreamed a bar of "half-inch round"
Married a great "flanged boiler head."

And all the steel elite were there—
The "Armco's" and the rest;
"Stay Bolt" disliked the wintry air
And was in "Red Lead" dressed.

Miss "Angle" of "unequal leg"
Wore "hoops" and "twelve gauge" laces.
She fell, poor thing, and had to beg
For her "steel channel braces."

The march, led by the "Rivet boys,"
"Forged" on with steady "treads"
Until a sound of some strange noise
Made all four lose their "heads."

Four "radius flanges" showed the way.
With "blooms" the organ peeled.
The bride, all "lugs" and gay array,
Came then in "blue annealed."

Up to the "open hearth" she went
Where "I Beams" met her smile,
And they were "welded" happily
With "acetylene" and style.

The wedding gifts were "shears" and
"sheets"
And "pickled" stuff galore;
"Scrap plates" and "plates" of many
"heats"
And "jacks" to raise some more.

On "Table Punch" a "soft steel plate"
Grew brave and kissed the bride;
The groom was jealous, and with hate
His wife did roundly chide.

Said she: "He did it—just to 'tees'—
You should not get so mad!"
Said he: "Your actions do not please
Go back, 'Flathead' and live with dad."

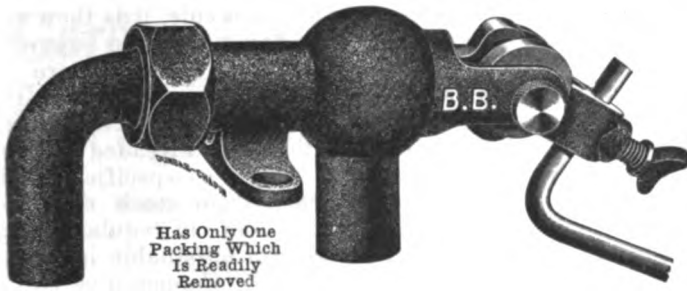
Well, he was "galvanized stock" for fair;
Divorce at once he wished.
And so Miss "Boiler Head" was there
Unceremoniously "dished."

—G. A. Schust.

Thomas Haverty Company of Los Angeles was the lowest bidder at \$14,800 for the construction of gas and water distributing system at Ft. MacArthur, San Pedro. The Haverty Company bid \$12,300 for the water system and \$3485 for the gas system, conditioned upon being awarded all the work or none. S. Hill & Son bid \$11,000 for the water system and \$5732 for the gas system, a total of \$16,732. Col. Newton, constructing quartermaster.

**YOU GET THE SIMPLERST AND BEST
COCK EVER MADE when YOU SPECIFY**

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

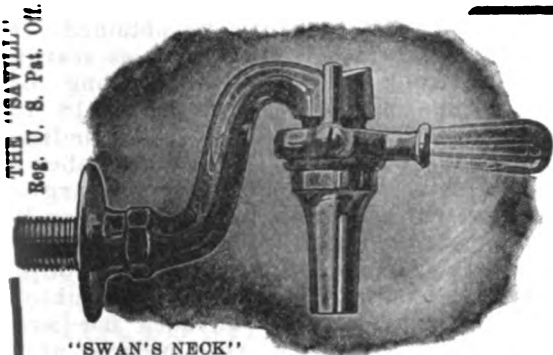
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



THE "SAVILL"
Reg. U. S. Pat. Off.

"SWAN'S NECK"
PATENTED
JUNE 18, 1913

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.

Opens to full stream and shuts off in fraction of a minute.

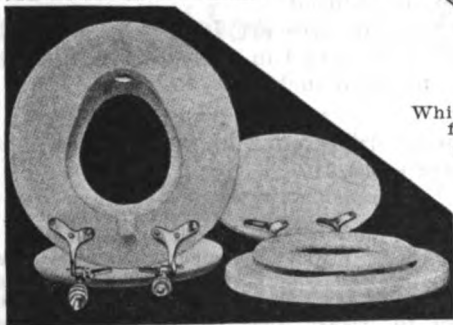
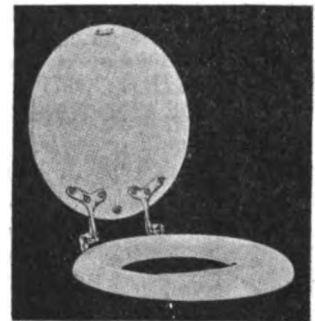
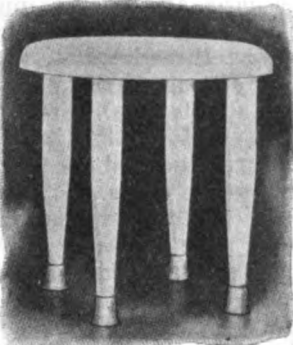
"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.



SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring Universal Satisfaction from Customer and Plumber.

The spotless, snow-white appearance of **PYRALIN PRODUCTS PLEASES CUSTOMERS, DRAWS TRADE and HOLDS IT.** Satisfaction in a **SUPERIOR PRODUCT** brings the **BUYER BACK AGAIN AND AGAIN.**

Jobbers, Plumbers and Merchants cannot afford to handle inferior goods, even if they cost a little less. But **Pyralin Products cost no more than the inferior, so insist upon the best—the CHURCH quality. It pays you.**

Whenever Genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. **PYRALIN FIXTURES**

are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

C. F. CHURCH MFG. CO. Holyoke, Mass.

These goods can be obtained from the Leading Jobbing Houses in the West. Insist on Them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

NEW BRANCH AT SEATTLE FOR THE WALWORTH MFG. CO.

Announcement has been made by the Walworth Manufacturing Company of the purchase of the plumbing jobbing house of A. Hambach Company, which completes their chain of branch houses across the continent, they already having branches in New York and Chicago. This is in line with their policy to endeavor to give their customers in the far-west prompt and efficient service, and to take care of the trade on the Pacific Coast, which has been growing to a very rapid extent.



THOS. NICKERSON
Manager



J. M.
RICHMOND
Assistant
Manager

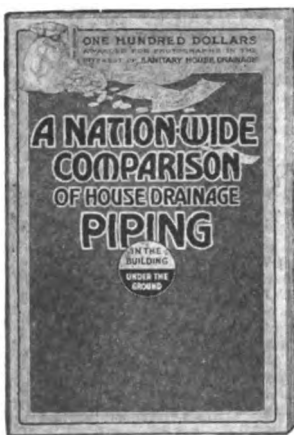


D. E. HUGHES
Sales Manager

Thomas Nickerson, who will be manager of the Seattle branch, has had an extended experience in mercantile and manufacturing lines, and has been identified with them for some years. J. M. Richmond will be assistant manager, and Dan E. Hughes, although at present in the army, will serve as sales manager. The present sales force has been retained, and they are planning for an active season's campaign.

A NATION-WIDE COMPARISON OF HOUSE DRAINAGE PIPING

A handsomely printed book containing photographs of interest to architects as well as the plumbing craft and likewise to all users of



pipes, has just been published by the Cast Iron Soil Pipe Makers' Association. This book shows defective material used for house drainage piping. It illustrates actual conditions as reported by practical men throughout the United States, and clearly depicts the menaces which result from the use of materials unsuited for permanent and sanitary house drainage

piping. It may be secured free upon request to any member of the Cast Iron Soil Pipe Makers' Association, and it is referred to in the full-page advertisement appearing on another page of this publication.

SOME THINGS ABOUT PIPE

When ordering brass pipe "iron-pipe size" must be specified or tubing of lighter weight may be delivered and, as a rule, it is then only necessary to give its nominal inside size when ordering standard brass pipe, but there are two thicknesses of iron-pipe size to be obtained, standard and extra-heavy, each in 12-ft. lengths. In neither case is the pipe threaded nor are couplings furnished unless so specified in the order. The sizes carried in stock run from 1/8-in. to and including 6-in., in regular temper and annealed. It is also obtainable in nickel-plate, tinned or polished. Copper pipe can be purchased in all the foregoing sizes, weights and finishes, writes W. D. Forbes.

Steel and iron pipe can be obtained in weight of thickness of walls known as standard, extra-strong and double-extra-strong or hydraulic pipe in lengths varying from 18 to 20 feet. All sizes from 1/8-in. to 1 1/2-in. inclusive are bundled for shipment and sizes above 1 1/2-in. are shipped loose. Pipe 4-in. and larger is provided with protectors to keep the threads from being injured in transit. Standard pipe is always threaded and provided with a coupling for each length. Extra-strong and double-extra-strong pipe is never threaded nor are couplings provided except when ordered and at an extra charge. All sizes and weights can be obtained black or galvanized. When galvanized, the threads are cut after the galvanizing is done, so it is necessary when shipping and after installing to paint or in some way protect that part of the thread which shows outside the coupling or fitting, if the job is to be a lasting one. The threads on all piping are made tapered 3/4 in. to the foot, that is, 3/8-in. taper each side of a central line, and the threads are cut at right angles to the taper.

It must be remembered that extra-strong and double-extra-strong pipe does not vary in outside diameter, but the walls are increased in thickness by reducing the size of the hole; it is, therefore, clear that the carrying capacity of such pipe is reduced.

The regular sizes are 1/8, 1/4, 3/8, 1/2, 1, 1 1/4, 1 1/2, 2, 2 1/2, 3 1/2 and 4 in. Above 4-in. diameters increase by even inches.

Priority orders must be giving a lot of people writer's cramp.

Enclosed please find check for three years' subscription. I was impressed with your trade journal the first time I saw it, which made me write you in regard to same; and I will be pleased to receive your paper regularly from now on. I am at the present time closing a very busy season and expect a better one next year, providing the war does not have too great effect on the building trades in both labor and material. Yours truly,
Montana. MALTA PLUMBING CO.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.

The Banner of Merit

SHOWING

*The Official Award
Ribbon*

of the

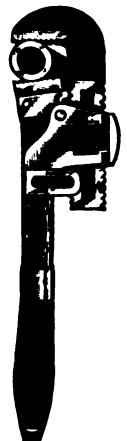
Medal of Honor

AWARDED

Trimo Tools

AT THE

**Panama - Pacific
International Exposition**

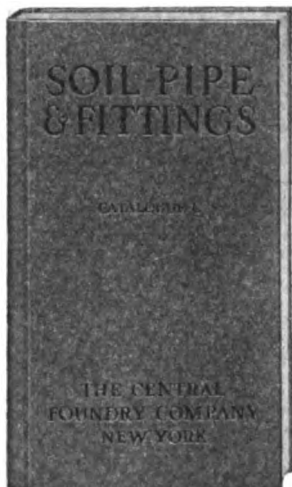


SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"

THE CENTRAL FOUNDRY COMPANY CATALOGUE

The Central Foundry Company, 90 West Street, New York City, have just issued a new catalogue known as "Catalogue G." This contains in addition to the regular line of soil pipe and fittings, of which the Central Foundry Company is the largest manufacturer in America, other specialties widely used for cast iron house drainage. Since uniform specifications governing standardized weights and



dimensions of soil pipe fittings are now called for by many City and State Plumbing Codes, the cuts illustrating Catalogue "G" are of these modern designs in soil pipe fittings. The cuts used as illustrations of pipe and fittings are from actual photographic reproductions of the material now furnished from the seven (7) large foundries of the company, where likewise is made the well

known 'F & W' line and 'Universal' cast iron pipe. In addition may be seen in "Catalogue G" many familiar as well as new lines of cast iron special fittings and traps—notable among which are:—the 'R-T' Closet Bend; Cast Iron Drum Traps; 'Central Foundry Test Tee' (something entirely new to the trade); 'Lynn Drain Trap'; 'Universal boiler stand'; 'Cast Iron Cesspools'; 'Service and Stop Cock Boxes'; Roadway Boxes, etc.

Catalogue "G" may be secured upon request by those addressing a line to the general offices of The Central Foundry Company, 90 West Street, New York City.

THERE ARE OTHERS

One of the registrars in a Virginia country district tells a story of a negro man, obviously within the prescribed ages and of powerful physique, who turned up on registration day. The registrar had a good deal of difficulty in making the applicant understand the questions.

"Do you claim exemption?" he asked.

"Whut's dat, suh?"

"Is there any reason why you should not render military service—why you should not fight your country's battles?"

"Oh, yes, suh," replied the applicant, much enlightened. "I'se gun-shy."

"Most people would rather fail, sicken and die than think—and they do."—Sheldon.

"PEOPLE ARE PRETTY GOOD PEOPLE"

People are pretty good people,
Taking them all in all;
You can find a good spot in the worst of the lot
(Often it's very small);
But most of 'em go on trying,
Doing the best they can.
I haven't a rap for that hard-working chap.
The average human man.

People are pretty good people,
Trying hard to be kind,
And the wrong they do—except a few—
Is just because they're blind.
Blind and bothered and busy,
Harried by toil and strife—
For work and fret is the game they get
All of the years of life.

They do good deeds in silence,
Hiding their love away,
And few are told of the hearts of gold
Throbbing in mortal clay,
The hearts that always answer,
Hearing the rightful call—
People are pretty good people,
Taking them all in all! —"Braley."

J. A. Borthwick, for three years representative in Los Angeles of the Standard Sanitary Manufacturing Company, manufacturers of plumbing fixtures and supplies, has been transferred to San Francisco, where he will hold a similar position with the company.

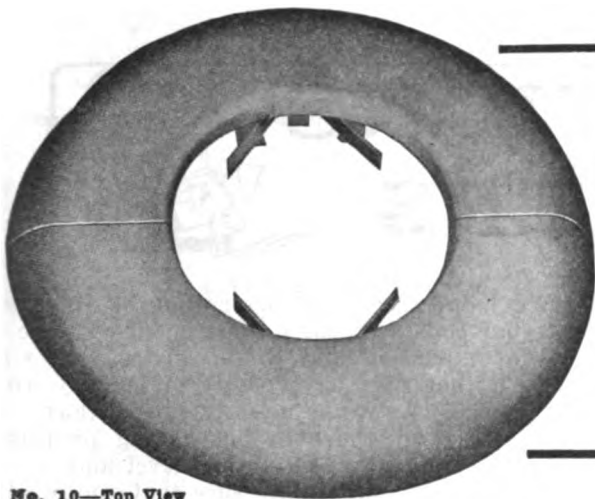
The J. A. Blumve Co., 619 West 8th street, Los Angeles, Cal., has been awarded the contract at \$2500 covering the installation of the steam heating system in the new plant of the West Coast Knitting Mills at Huntington Park from the plans and specifications of Architect W. J. Saunders, Laughlin building.

FIGHT ON!

"When the game seems lost and you want to quit
And you're sticking just by your nerve and grit,
And you can't see an earthly chance to win,
And you're weary and jaded and near 'all in,'
Don't ever quit as you want to do,
But keep your heart till the game is through,
Till the last hard minute is past and gone—
FIGHT ON! FIGHT ON!"

NO RESTRICTIONS

Yes, sir, I got my start in life by clerking in a small grocery store at a salary of \$1.00 a week, and I managed to save money at that. "But," said the listener, more observing than tactful, "of course that was before cash registers had been invented."



No. 10—Top View

THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

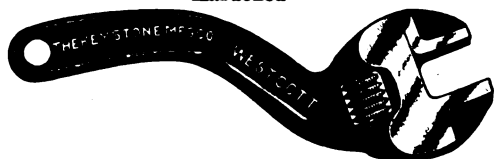
THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.

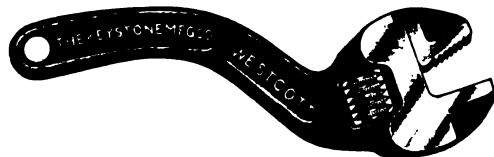
THE ORIGINAL

"WESTCOTT" ADJUSTABLE S WRENCHES

Handle Best Malleable Iron; Jaw, Steel,
Hardened



FOR NUTS



FOR PIPES

Sizes, Each Style, 6-in., 8-in., 10-in., 12-in., 14-in.

SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT" (Name on Handle), which has stood the test of years and is now more popular than ever.

ASK YOUR JOBBER

**THE KEYSTONE MFG. COMPANY
BUFFALO, NEW YORK**



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

**Tools with an En-
viable Guarantee.**

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.



BUILT FOR WORK

This is the reason that C. & L. No. 32 Torches are used everywhere, on practically every job requiring gasoline torches. They are made of the very best material money can buy. The tank is made of extra gauge seamless drawn brass re-inforced and fitted with patented automatic brass pump, with double springs, which easily and quickly supply the required air pressure. The burner is made of special generator metal, producing a steady pure, blue flame of intense heat, using very little gasoline. Jobbers supply at factory price. Send for Catalog—it's free.

No. 32 Torch
List Price
Each \$8.00
Ask for
Discount

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.



QUESTIONS AND ANSWERS



THE UNIT OF HEAT

Editor Questions and Answers:—In reading some of the articles on heating I very often run across the letters "B. T. U.," and I have not a very clear idea as to their exact meaning although I know they are connected with the technical end of the business. Please explain.

JOHN HUGHES.

Heat is not measured by the yard or by the rod, but the effect which it produces. Now it will take a certain amount of heat to raise a certain amount of water any specified number of degrees Fahrenheit. Suppose we say one degree is to be shot into one pound of water—the pound of water raised from 38 degrees Fahrenheit to 39 degrees Fahrenheit. Then that amount of heat that is required to raise the pound of water one degree Fahrenheit is called one British thermal unit or one B. T. U. The "B. T. U." that you read about in your heating articles is of the same breed.

THE EFFICIENCY OF RADIATORS

Editor Questions and Answers:—We have several rooms to heat in a large modern residence where the question arises, "should we heat said rooms by using one large six-column radiator or split the radiation and use two three-column radiators?" Please advise us as to which way would be liable to secure the best heating results.

A. J. DESMOND & CO.

We should advise, provided space enough is available in the rooms, that you divide the radiation and use two radiators of three columns each as when radiators are used that have more than three columns they become less and less efficient per square foot as the number of columns increase. In other words, a 100-foot six-column radiator acting on one pound of steam is not as efficient as a 100-foot three-column radiator because the inside columns do not radiate as much heat.

BUILDING WALL COILS

Editor Questions and Answers:—We have the work in a large plant where many steam coils are used and these coils always give us a large amount of trouble. Too much noise and also there are always leaks. We no sooner get one stopped than others appear. Thinking that from your practical experience you might draw some information for our benefit, we write you to that effect.

J. A. C. & CO.

We judge from your description of affairs that your coils are poorly constructed with regard to expansion and would advise you to see to it that they have plenty of lee-way in that respect. As to the noise to excess, that is often caused by the coils not having proper drainage. Go over them with a level and adjust the "fall" and we are sure that you will have improved conditions.

PIPE BENDING

Editor Questions and Answers:—On several jobs recently installed in our city I notice a large amount of heating pipes that have been purposely bent. Is this to cut corners? Is there any good reason why pipes should be bent on jobs instead of using fittings for same?

JOHN BISHOP.

There are several good reasons why pipes might be bent on heating jobs of steam or hot water. About the most important is that a bent pipe makes an easier turn and therefore reduces the friction. Another reason is that a bent pipe, if properly bent, is stronger than the same turn made with ordinary fittings and the threads that some steam fitters cut. There is always more spring in a bent pipe. Again a nicely made bend gives a more workmanlike look to the job to our notion.

CAUSE OF CIRCULATION

Editor Questions and Answers:—I had a dispute with a fellow fitter as to the cause of the circulation of water in a hot water heating job and without mentioning our arguments would like you to have your practical man state just why the water does circulate in an open tank hot water heating job. I read your departments each month and find them interesting and instructive.

A FITTER.

In an open tank hot water heating system the cause of the circulation is the cooler water in one part of the system pushing the hot water to the top. The force, or rapidity of the circulation depends upon the vertical height of the return pipe allowing, of course, for a certain amount of friction and bends. The circulation will be more rapid if long sweep fittings are used and if all the pipes are thoroughly reamed.

SIZE OF EXPANSION TANK

Editor Questions and Answers:—Will you kindly state some easy rule whereby anyone

It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes $\frac{3}{8}$ to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

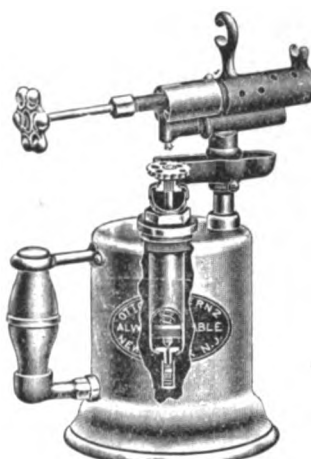
Catalog on Request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative
W. E. GILCHRIST



It's Only Too True



PATENTED
No. 65 Quart Torch
No. 66 Pint Torch

that it is necessary to use good tools in order to obtain satisfactory results. You should, therefore, buy such tools which have given perfect results for years past.

For the most reliable torches and furnaces, you should use the "ALWAYS RELIABLE." You can't help but receive perfect satisfaction inasmuch as each and every article is carefully tested before it leaves the factory. You are fully protected

by our guarantee that these goods are manufactured only from the best materials obtainable.

Why not try the "ALWAYS RELIABLE" NOW!

Catalog Sent Free on Request

OTTO BERNZ, Newark, New Jersey

Turn the handle
cross ways—
the screw has to start

No matter how tight the screw, you'll start it without exerting half your strength with a Crescent Hamr Handl adjustable screw driver. Handle straight for ordinary job; crosswise for irresistible leverage.

Bears the Crescent Guarantee, so you can safely push its sale. Retails at 65c, 70c, 75c. Three sizes. Get them from your jobber.

CRESCENT TOOL COMPANY
Jamestown, N. Y.

CRESCENT Hamr-Handl **Screw Driver**

can tell the size of expansion tank required for any open tank hot water heating job?

FRANK WARD.

The catalogues of radiators and boilers generally state the size of expansion tank to be used with certain specified amounts of radiation and we believe that such tables are considered fairly accurate and that, generally speaking, you can rely on same. However, there is a practice common among many experienced heating men of making the expansion tank capacity about five per cent that of the heating job. Most of the other rules are computed by given factors which you probably would forget and so we will not take up space by stating them. If you desire same, we will forward under private cover.

RADIATORS HEAT UNEQUALLY

Editor Questions and Answers:—We have to fix up a house heating job of some 20 radiators where several radiators on the first floor do not heat enough while those in the upper rooms heat fine. Now how can we do this with the least amount of time and material and yet be sure of the results.

J. B. F. & CO.

Without drawings of the job we cannot give you specific advice as to each radiator or run of main, but can state that generally when the situation occurs as is stated in your letter the second floor radiators rob those on the first floor and the thing to do is to balance the system. We think the cheapest and quickest way would be to put steam valves on the supply end of all the radiators. This would not involve much trouble and when it was done you could regulate the flow of hot water through the various radiators and adjust the circulation so it would balance.

INSTANTANEOUS WATER HEATERS

Editor Questions and Answers:—I have been told that instantaneous water heaters are not reliable and are very dangerous and quite complicated. Do you consider them reliable?

MRS. J. R. SHAFER.

You have undoubtedly been informed by some person who has a grudge against the apparatus, or else is not up with the times. Several years ago this form of a hot water heater was, in certain makes, quite unsafe when operated by inexperienced persons. However, today, there are several such heaters on the market that have given universal satisfaction, are not complicated and are guaranteed by their makers to give specified results. If you wish addresses we can supply them at any time.

ACETYLENE GAS

Editor Questions and Answers:—Will you give me a few pointers regarding acetylene gas,

and some of the firms who manufacture apparatus burning this gas?

J. E. B.

This is a colorless gas and the smell of it is something like garlic. It burns, however, with almost no odor at all and gives a beautiful white light which is very near like sunlight. This is the only gas light which shows colors in their true color. It is generally burned in what are called half foot burners, that is burners that burn half a cubic foot of gas per hour. It would not be advisable for us to run a list of manufacturers in this particular department, but we can send you several names if you will write us again.

VALVES ON RADIATORS FOR HOT WATER

Editor Questions and Answers:—I have trouble in controlling the heat in several radiators in my house. The valves on the radiators are of the hot water kind and it doesn't seem to make any difference which way I turn them.

S. W.

A hot water radiator valve is of quite light construction. Probably these you are using have become useless through the shields slipping. The only action a hot water radiator valve has is to check the circulation of hot water through the radiator. If you want positive action you should use a regular steam valve which will give results as you can control the amount of water passing through and can then positively shut off the radiator. Many good fitters use steam valves at each end of hot water radiators and especially on high pressure hot water heating.

MALLEABLE OR CAST IRON FITTINGS

Editor Questions and Answers:—On steam or hot water pipe fitting can you tell me why more malleable fittings are not used? Certainly they are less prominent and make a much smoother looking job, and appear to hold better and never will crack.

A. J.

Apparently the correspondent likes a smooth looking job, which we will admit can be made by the use of malleable fittings. However, they are not practical for steam and hot water work, and the correspondent has stated one good reason "they hold better." They hold too well, for if one ever wishes to smash into a job; well, you don't. You just cut out the fitting with a chisel, or else cut the pipe with first-class cast iron fittings. There is very little danger of their cracking if properly put up.

Dead men tell no tales, but the same can't be said of their biographers.

It is impossible to buy happiness, but that is no reason that we should go by it.

BE SURE YOUR SALES ARE NOT VOIDABLE

(Copyright by Elton J. Buckley.)

My observation is that a thousand times every day sales of goods take place that are illegal and could be repudiated if either of the parties wanted to do it. Many of these sales go through merely because the parties don't know that they have ignored a law which is in force in practically all the States, prescribing the way in which sales of personal property, amounting to more than a certain sum, must be done. Sales not done in this way are bad.

I have had occasion to ask a great many business men, from time to time, whether they knew about this law, and most of them never heard of it. A very few had a hazy idea there was such a law, but they had never made any effort to obey it.

The law I refer to is everywhere called the "statute of frauds," and it comes to us from an old English statute. It exists in every State of the Union, so far as I know, and the part of it which has to do with the sales of goods is always in substantially the following language:—

"A contract to sell or a sale of any goods of the value of \$500 or upwards, shall not be enforceable by action unless the buyer shall accept part of the goods so contracted to be sold, or sold, and actually receive the same, or give something in earnest to bind the contract or in part payment, or unless some note or memorandum in writing of the contract or sale be signed by the party to be charged or his agent in that behalf."

The above is from the Pennsylvania act, which is peculiar in that it puts the amount of the contract which is to be controlled by the act so high. In many States the act reads "of the value of \$50 or upwards," which of course makes the law much more far-reaching than an act putting the limit at \$500.

Now what does this law mean? A goes into B's store or office, and makes a verbal deal with him for so much merchandise. This of course often happens. The parties know each other very well and they would disdain a written contract. If the above law were not in existence, that deal would be a complete legal contract when A left B, and either party could enforce it. But under the above law, provided it involves more money than the sum named in the act, it cannot be enforced, which means that either party can repudiate it at will, unless:—

1.—The buyer accepts part of the goods or actually receives part. That, the law says, executes the contract, and the parties are bound. The buyer need not personally receive part of the goods. If anybody acting for him does it, it makes the contract good. For instance, if goods are sold f. o. b. the seller's

station, the receipt of part or all of them by the railroad company is an acceptance by the buyer, for when goods are sold f. o. b., the railroad is the agent of the buyer.

2.—Or the buyer must give some earnest or make part payment. This, too, executes the contract. Giving a note is not sufficient, though giving a check as a deposit would be.

(A few State laws do not contain this clause.)

3.—Or a memorandum must be given of the sale, "signed by the parties to be charged." It used to be considered that this meant both parties, but it has later been decided that it means only the party who is trying to get out of the contract. That is, if in such a sale it is the seller who relies on the above act to let him out, the law will require that the memorandum, if there was one, bore the seller's signature. And vice versa if it is the buyer who is trying to escape.

What kind of a memorandum should be given to make the sale safe? It need not follow any prescribed form, but it should state the fundamentals of the contract clearly—the date, the names of the parties, the character of goods and the price. Given these, any form will do—pencil, ink, written or printed. A written offer to sell is enough if it is later accepted verbally, provided the party who signed the offer to sell is the one endeavoring to escape. Also a written acceptance of a verbal offer, if it is the buyer who this time is trying to escape. And a telegram is sufficient when it is signed with the right name.

Thousands of transactions are made on a broker's sales memorandum. A broker brings seller and buyer together, and when the deal is complete, he signs a sales memorandum and gives a copy to buyer and seller. Since under the law he represents both parties, his sales memorandum has always been considered sufficient under the above law to bind both parties.

Even if no memorandum was made and signed at the time, if you can get the other party to sign it later, he cannot thereafter get out of his bargain on the ground that the above law was not complied with.

Under many cases this act applies to future contracts as well as contracts for goods on spot. I think I should say also that it does not apply at all where the goods sold are made especially for the buyer and are not a part of a regular line kept in stock by the seller. Such sales are considered sales of labor rather than sales of merchandise, and people who handle them don't need to mind the law at all. A suit of clothes, made to measure for a customer, is a case in point. It would not be a part of the seller's regular line. But one hundred cases of tomatoes, such as the packer always puts up, would not be, even though they were packed especially to fill somebody's order.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.
 OFFICIAL ORGAN OF THE WESTERN TRADE
 Vol. XIII FEBRUARY, 1918 NUMBER 2

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
 R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the HARDWARE WORLD, 1918.
 All Rights Reserved.

| | | |
|------------------------------------|--|---|
| OFFICES | | |
| Boatmen's Bank Bldg. St. Louis. | Ellsworth Bldg. Chicago. | 70 Fifth Ave. New York. |
| Phelan Bldg. San Francisco. | 388 Taylor St Corner 10th Portland, Ore. | 1134 Citizens Nat'l Bank Bldg. Los Angeles 204 Scott Bldg. Salt Lake. |
| 507 Pioneer Bldg. Seattle. | | |

220 Pacific Bldg. Vancouver, B. C., Canada.

None of the editors, publishers or employees of the "WORLD" are connected or affiliated in any way with any jobbing house, manufacturer or dealer—hence the exponent of the entire trade.



No. 1 Fire Pot. List Price Each \$13.60.
 Ask for Discount.....

The Greatest Heat at the Lowest Cost

all the year round is obtained by using a C. & L. Fire Pot or Torch. All burners are especially powerful generators, consuming but little fuel, but producing intense heat. Easy of adjustment, quick action, satisfactory work, and a wide range of utility make C. & L. Fire Pots and Torches, a money making and a money saving proposition to you. Will winter find you ready with plenty of C. & L. Fire Pots and Torches on hand? It will pay you to anticipate your wants. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.

DETROIT, MICH., U. S. A.



Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

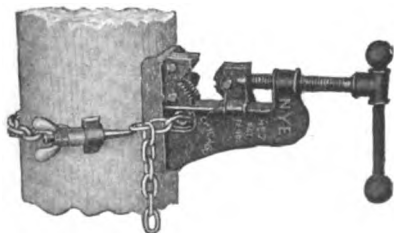
It takes all sizes of pipe from 1/8 to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois



RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | |
|-----------------------|-------------|-------------------------|-------------|-------------------------------|-------------|---------------------------|-------------|-------------------------|-------------|
| Oval Foot Baths. | | 150 ..... .50 | | Drinking Cups. | | 220 2.00 | | Covered Bake Pans. | |
| 0 |\$1.15 | 250 |55 | 08 |\$.15 | 222 |2.50 | 1 |\$.65 |
| 1 |1.40 | 350 |65 | 09 |15 | 2121 |1.20 | Round Bake Pans. | |
| 2 |1.65 | 450 |80 | 010 |20 | 2141 |1.45 | 20 |\$.40 |
| 3 |2.00 | 650 |1.00 | 8 |15 | 2161 |1.75 | 30 |45 |
| 4 |2.50 | 850 |1.25 | 9 |20 | 2181 |2.00 | 40 |50 |
| Coffee Biggins. | | 1050 |1.50 | 10 |30 | 2201 |2.25 | 50 |55 |
| 0 |\$.80 | 1250 |1.75 | 11 |35 | 2221 |2.75 | 60 |60 |
| 01 |85 | 1501 |60 | Pieced Cups. | | Milk Kettles. | | Bed or Douche Pans. | |
| 00 |95 | 2501 |70 | 20 |\$.15 | 70 |40 | 2 |\$2.00 |
| 010 |1.05 | 3501 |80 | 25 |20 | 71 |50 | Bed Pans. | |
| 020 |1.20 | 4501 |95 | 40 |30 | 72 |65 | 1 |\$3.00 |
| 080 |1.80 | Covered Buckets. | | Straight Cups. | | 73 |75 | Bread Pans. | |
| 040 |1.45 | 6501 |\$1.05 | 0 |\$.20 | 74 |90 | 2 |35 |
| 050 |1.60 | 8501 |1.40 | 6 |25 | 75 |1.05 | 11 |35 |
| Coffee Boilers. | | 10501 |1.75 | 120 |40 | 81 |50 | 12 |45 |
| 60 |\$1.10 | 12501 |2.00 | Miners' Cups. | | 82 |65 | 13 |55 |
| 70 |1.25 | Rd. Dinner Buckets. | | 50 |\$.40 | 83 |75 | Oblong Pans. | |
| 80 |1.50 | 030 |\$1.15 | Measuring Cups. | | 84 |70 | 08 |\$.35 |
| 90 |1.80 | 040 |1.25 | 10 |\$.20 | 85 |1.05 | 04 |40 |
| 100 |2.50 | 501 |1.15 | After Dinner Cups & Saucers. | | 51 |65 | 01 |30 |
| 601 |1.25 | 502 |1.85 | 10 |\$.35 | 52 |85 | 02 |35 |
| 701 |1.40 | 503 |1.50 | Cups & Saucers. | | 53 |1.05 | Sponge Cake Pans. | |
| 801 |1.65 | Miners' Dinner Buckets. | | 10 |\$.35 | 54 |1.25 | 200 |\$.35 |
| 901 |2.10 | 10 |\$1.60 | 100 |\$.85 | 56 |1.65 | Oblong Stove Pans. | |
| 1001 |2.75 | Acme Dinner Buckets. | | 20 |35 | Lipped Reserving Kettles. | | 100 |\$.45 |
| Fish Boilers. | | 140 |\$1.75 | 400 |40 | 14 |\$.30 | 200 |50 |
| 218 |\$4.00 | 240 |2.00 | Ouspidors. | | 16 |35 | 300 |65 |
| 220 |4.50 | 840 |1.60 | 10 |\$.45 | 18 |40 | 325 |75 |
| 222 |5.00 | 8401 |1.65 | 20 |55 | 20 |55 | 350 |85 |
| 2181 |4.25 | Oval Dinner Buckets. | | 30 |65 | 22 |55 | 400 |95 |
| 2201 |4.75 | 14 |\$1.80 | Flaring Cocoa Shaped Dippers. | | 24 |60 | 425 |1.00 |
| 2221 |5.50 | 81 |1.60 | 161 |\$.35 | 26 |65 | 450 |1.05 |
| Ham Boilers. | | 41 |1.80 | 151 |35 | 28 |80 | 475 |1.15 |
| 170 |\$2.75 | Oblong Dinner Buckets. | | Genuine Cocoa Shaped Dippers. | | 32 |1.05 | 500 |1.25 |
| 175 |3.00 | 110 |\$1.65 | 55 |\$.50 | 34 |1.15 | 550 |1.45 |
| Milk or Rice Boilers. | | 111 |1.75 | Cup Dippers. | | 36 |1.35 | Square Stove Pans. | |
| 14 |\$.95 | 112 |1.85 | 9 |\$.25 | 40 |2.00 | 110 |\$.65 |
| 16 |1.00 | 113 |2.10 | 10 |30 | 50 |3.00 | 111 |70 |
| 18 |1.15 | Aurora Dinner Buckets. | | 11 |35 | Tea Kettles. | | 112 |75 |
| 20 |1.35 | 775 |\$1.65 | Flaring Dippers. | | 20 |\$.75 | 113 |85 |
| 22 |1.50 | 776 |1.90 | 010 |\$.35 | 30 |80 | 114 |1.00 |
| 24 |1.75 | 875 |1.90 | 011 |30 | 40 |90 | 115 |1.15 |
| 26 |2.00 | 876 |2.15 | 012 |35 | 50 |1.00 | 116 |1.25 |
| 28 |2.50 | Chambers. | | 100 |\$.30 | 60 |1.15 | 118 |1.40 |
| 30 |2.80 | 1 |\$.50 | 110 |30 | 70 |1.25 | Square Jelly Cake Pans. | |
| 32 |3.00 | 1½ |65 | 112 |35 | 80 |1.50 | 99 |\$.30 |
| 34 |3.25 | 2 |75 | 114 |40 | 90 |1.75 | 100 |35 |
| 36 |3.50 | 3 |85 | Oblong Soap Dishes. | | 070 |2.00 | 90 |35 |
| 38 |3.75 | Chamber Covers. | | 50 |\$.30 | 080 |2.25 | Jelly Cake Pans. | |
| 40 |4.00 | 1 |\$.25 | Wall Soap Dishes. | | 090 |2.50 | 8 |\$.25 |
| 42 |4.25 | 1½ |30 | 60 |30 | 160 |1.35 | 9 |25 |
| 44 |4.50 | 2 |35 | 060 |30 | 170 |1.45 | 10 |30 |
| 46 |4.75 | 3 |40 | Sink Drainers. | | 180 |1.65 | 68 |25 |
| 48 |5.00 | Colanders. | | 7 |\$.50 | 190 |2.00 | 69 |30 |
| 50 |5.25 | 1 |\$.50 | 40 |40 | Deep Ladles. | | 70 |30 |
| 52 |5.50 | 2 |60 | Coffee Flasks. | | 90 |\$.20 | Mountain Cake Pans. | |
| 54 |5.75 | 3 |75 | 10 |\$.50 | 100 |25 | 78 |\$.30 |
| 56 |6.00 | 104 |50 | Round Coffee Flasks. | | 110 |30 | 79 |30 |
| 58 |6.25 | 205 |60 | 110 |\$.65 | 120 |30 | 80 |35 |
| 60 |6.50 | 306 |70 | 210 |75 | 01 |25 | Oval Dish Pans. | |
| 62 |6.75 | 407 |85 | Pieced Funnels. | | 101 |35 | 15 |\$1.50 |
| 64 |7.00 | Child's Commodes. | | 01 |\$.30 | 111 |30 | 18 |1.75 |
| 66 |7.25 | 1 |\$.45 | 02 |30 | 121 |35 | 22 |2.00 |
| 68 |7.50 | Covered Commodes. | | 03 |35 | Soup Ladles. | | Dish Pans. | |
| 70 |7.75 | 5 |\$1.50 | 04 |40 | 29 |\$.20 | 80 |\$.95 |
| 72 |8.00 | Odorless Commodes. | | 05 |55 | 80 |25 | 100 |1.00 |
| 74 |8.25 | 6 |\$1.65 | 06 |65 | 85 |30 | 140 |1.15 |
| 76 |8.50 | Combinets. | | Fruit Jar Fillers. | | 11 |\$.50 | 170 |1.25 |
| 78 |8.75 | 40 |\$2.35 | 20 |\$.25 | (No Lip.) | | 210 |1.55 |
| 80 |9.00 | Pot Covers. | | Berlin Kettles. | | 011 |\$.45 | 300 |2.35 |
| 82 |9.25 | 4 |\$.15 | 02 |\$.55 | Standard Measures. | | 400 |3.50 |
| 84 |9.50 | 4½ |15 | 03 |65 | 01 |\$.25 | 101 |95 |
| 86 |9.75 | 5 |15 | 04 |75 | 02 |30 | 141 |1.05 |
| Soup Bowls. | | 5½ |15 | 05 |85 | 03 |40 | 171 |1.25 |
| 125 |\$.25 | 6 |15 | 06 |90 | 04 |50 | Rinsing Pans. | |
| Wash Bowls. | | 6½ |20 | 07 |1.00 | 05 |65 | 08 |\$.85 |
| 26 |\$.85 | 7 |20 | 08 |1.15 | 06 |95 | 010 |95 |
| 28 |40 | 7½ |25 | 09 |1.25 | Jelly Moulds. | | 012 |1.00 |
| 30 |45 | 8 |25 | 10 |1.35 | 080 |\$.25 | 014 |1.05 |
| 32 |50 | 8½ |25 | 11 |1.40 | Children's Mugs. | | 017 |1.25 |
| 34 |55 | 9 |30 | 12 |1.45 | 3 |\$.20 | Lipped Fry Pans. | |
| 36 |60 | 9½ |35 | 13 |1.50 | 5 |25 | 80 |\$.30 |
| Covered Buckets. | | 10 |40 | 14 |1.55 | Chamber Pails. | | 81 |35 |
| 19 |\$.35 | 11 |45 | 15 |1.60 | 1 |\$1.40 | 82 |40 |
| 21 |40 | 12 |50 | 16 |1.65 | 2 |1.50 | 83 |45 |
| 21½ |45 | 13 |55 | 17 |1.70 | 3 |1.55 | 84 |50 |
| 22 |50 | 14 |60 | 18 |1.75 | 4 |2.00 | 85 |55 |
| 23 |55 | 15 |65 | 19 |1.80 | 25 |2.15 | 86 |60 |
| 24 |60 | Convex Kettles. | | 20 |1.85 | 80 |2.35 | National Fry Pans. | |
| 26 |65 | 212 |\$1.05 | Water Pails. | | National Fry Pans. | | 49 |\$.30 |
| 28 |70 | 214 |1.25 | 110 |\$1.15 | 50 |35 | 50 |35 |
| 30 |75 | 216 |1.50 | 112 |1.35 | 51 |45 | 52 |50 |
| 32 |80 | 218 |1.75 | 114 |1.60 | 53 |55 | 54 |65 |
| 34 |85 | | | 116 |1.85 | | | | |

RETAIL SELLING PRICE—Continued.

| | | | | | |
|--------------------|----------------------|-----------------|---------------|--------------------|------------------|
| 55 ..... .70 | Lipped Sauce Pans. | 58 ..... .25 | Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .25 | 59 ..... .30 | 31 ..... .35 | 1650 1.90 | 224 7.50 |
| Muffin Pans. | 10 ..... .30 | 60 ..... .35 | Coffee Pots. | 1850 2.25 | 236 9.00 |
| 406 ..... .45 | 12 ..... .35 | 2 1/2 ..... .55 | 3 ..... .60 | Berlin Sauce Pots. | 312 9.00 |
| 408 ..... .55 | 14 ..... .35 | 5 ..... .65 | 4 ..... .65 | 02 ..... .55 | 318 12.00 |
| 409 ..... .65 | 16 ..... .40 | 15 ..... .75 | 5 ..... .75 | 08 ..... .65 | 324 15.00 |
| 412 ..... .75 | 18 ..... .45 | 25 ..... .85 | 6 ..... .85 | 04 ..... .75 | 336 18.00 |
| Corn Cake Pans. | 20 ..... .55 | 35 ..... .90 | 7 ..... .90 | 05 ..... .85 | Bread Raisers. |
| 706 ..... .55 | 22 ..... .60 | 45 1.05 | 8 1.05 | 06 ..... .90 | 10 \$1.75 |
| 708 ..... .65 | 24 ..... .65 | 55 1.15 | 9 1.15 | 08 1.15 | 14 2.00 |
| 709 ..... .75 | 26 ..... .75 | 65 1.25 | 10 1.25 | 09 1.40 | 17 2.85 |
| 712 ..... .85 | 28 ..... .80 | 75 1.35 | 11 1.35 | 010 1.65 | 21 2.75 |
| Milk Pans. | 30 ..... .95 | 85 1.45 | 12 1.45 | 012 ..... .85 | 101 2.00 |
| 00 ..... .20 | Straight Sauce Pans. | 95 1.55 | 13 1.55 | 021 ..... .75 | 141 2.25 |
| 0 ..... .20 | 250 ..... .55 | 105 1.65 | 14 1.65 | 031 ..... .90 | 171 2.75 |
| 11 ..... .25 | 350 ..... .80 | 115 1.75 | 15 1.75 | 041 1.00 | 211 3.25 |
| 15 ..... .25 | 450 1.00 | 125 1.85 | 16 1.85 | 051 1.15 | Neeco Perfect |
| 20 ..... .30 | Shallow Stew Pans. | 135 1.95 | 17 1.95 | 061 1.25 | Roasters. |
| 30 ..... .35 | 3 ..... .30 | 145 2.05 | 18 2.05 | 071 1.35 | 150 \$2.50 |
| 40 ..... .40 | 4 ..... .35 | 155 2.15 | 19 2.15 | 081 1.45 | 180 3.25 |
| 50 ..... .50 | 5 ..... .40 | 165 2.25 | 20 2.25 | 091 1.55 | 200 4.20 |
| 60 ..... .55 | 6 ..... .50 | 175 2.35 | 21 2.35 | 101 1.65 | Grocers' Scoops. |
| 80 ..... .65 | Deep Stew Pans. | 185 2.45 | 22 2.45 | 111 1.75 | 2 \$.40 |
| 100 ..... .70 | 14 ..... .35 | 195 2.55 | 23 2.55 | 121 1.85 | 3 ..... .50 |
| 120 ..... .85 | 16 ..... .35 | 205 2.65 | 24 2.65 | 131 1.95 | 4 ..... .55 |
| Pudding Pans. | 18 ..... .35 | 215 2.75 | 25 2.75 | 141 2.05 | 5 ..... .65 |
| 50 ..... .25 | 20 ..... .45 | 225 2.85 | 26 2.85 | 151 2.15 | 20 ..... .55 |
| 100 ..... .30 | 22 ..... .50 | 235 2.95 | 27 2.95 | 161 2.25 | 30 ..... .65 |
| 150 ..... .35 | Molasses Pitchers. | 245 3.05 | 28 3.05 | 171 2.35 | 40 ..... .85 |
| 200 ..... .40 | 601 ..... .55 | 255 3.15 | 29 3.15 | 181 2.45 | 50 1.00 |
| 300 ..... .45 | Convex Water | 265 3.25 | 30 3.25 | 191 2.55 | Flat Skimmers. |
| 400 ..... .50 | Pitchers. | 275 3.35 | 31 3.35 | 201 2.65 | 9 \$.20 |
| 500 ..... .55 | 401 ..... .60 | 285 3.45 | 32 3.45 | 211 2.75 | 10 ..... .20 |
| 600 ..... .55 | 402 ..... .65 | 295 3.55 | 33 3.55 | 221 2.85 | 11 ..... .25 |
| 800 ..... .65 | 403 ..... .75 | 305 3.65 | 34 3.65 | 231 2.95 | 12 ..... .25 |
| 1000 ..... .70 | 404 ..... .85 | 315 3.75 | 35 3.75 | 241 3.05 | Spittoons. |
| Pan Pans. | 405 ..... .90 | 325 3.85 | 36 3.85 | 251 3.15 | 200 \$.85 |
| 1 ..... .50 | 406 1.00 | 335 3.95 | 37 3.95 | 261 3.25 | 300 1.10 |
| 2 ..... .55 | Water Pitchers. | 345 4.05 | 38 4.05 | 271 3.35 | Club Spittoons. |
| 3 ..... .65 | 5 \$1.00 | 355 4.15 | 39 4.15 | 281 3.45 | 100 \$1.25 |
| 80 ..... .75 | 10 1.15 | 365 4.25 | 40 4.25 | 291 3.55 | Hotel Spittoons. |
| Berlin Sauce Pans. | 20 1.25 | 375 4.35 | 41 4.35 | 301 3.65 | 150 \$2.50 |
| 02 ..... .55 | 0 ..... .70 | 385 4.45 | 42 4.45 | 311 3.75 | Basting Spoons. |
| 03 ..... .65 | 1 ..... .80 | 395 4.55 | 43 4.55 | 321 3.85 | 10 \$.15 |
| 04 ..... .75 | 2 ..... .90 | 405 4.65 | 44 4.65 | 331 3.95 | 12 ..... .20 |
| 05 ..... .85 | 3 1.05 | 415 4.75 | 45 4.75 | 341 4.05 | 14 ..... .20 |
| 06 ..... .95 | 4 1.20 | 425 4.85 | 46 4.85 | 351 4.15 | 16 ..... .20 |
| 08 1.15 | 6 2.00 | 435 4.95 | 47 4.95 | 361 4.25 | 18 ..... .25 |
| 010 1.35 | Pitchers & Bowls. | 445 5.05 | 48 5.05 | 371 4.35 | Steamers. |
| 012 1.55 | 100 \$1.55 | 455 5.15 | 49 5.15 | 381 4.45 | 7 \$1.15 |
| 021 ..... .65 | 200 1.75 | 465 5.25 | 50 5.25 | 391 4.55 | 8 1.35 |
| 031 ..... .75 | Dinner Plates. | 475 5.35 | 51 5.35 | 401 4.65 | 9 1.50 |
| 041 ..... .90 | 19 ..... .25 | 485 5.45 | 52 5.45 | 411 4.75 | Tea Steepers. |
| 051 1.00 | 20 ..... .30 | 495 5.55 | 53 5.55 | 421 4.85 | 2 \$.50 |
| 061 1.15 | 21 ..... .35 | 505 5.65 | 54 5.65 | 431 4.95 | 3 ..... .55 |
| 081 1.40 | Pie Plates. | 515 5.75 | 55 5.75 | 441 5.05 | Handy Strainers. |
| 0101 1.65 | 27 ..... .30 | 525 5.85 | 56 5.85 | 451 5.15 | 140 \$.15 |
| 0121 1.85 | 28 ..... .30 | 535 5.95 | 57 5.95 | 461 5.25 | Gravy Strainers. |
| Comb. Dbl Sauce | 29 ..... .35 | 545 6.05 | 58 6.05 | 471 5.35 | 2 \$.35 |
| Pans. | 30 ..... .30 | 555 6.15 | 59 6.15 | 481 5.45 | Jelly Strainers. |
| 1 \$1.50 | 31 ..... .35 | 565 6.25 | 60 6.25 | 491 5.55 | 20 \$.30 |
| 11 1.75 | 32 ..... .35 | 575 6.35 | 61 6.35 | 501 5.65 | Oake Turners. |
| Comb. Triple Sauce | 33 ..... .35 | 585 6.45 | 62 6.45 | 511 5.75 | 13 \$.15 |
| Pans. | 34 ..... .35 | 595 6.55 | 63 6.55 | 521 5.85 | 14 ..... .20 |
| 10 \$2.25 | Lebanon Pie Plates. | 605 6.65 | 64 6.65 | 531 5.95 | Female Urinals. |
| 101 2.50 | 47 ..... .25 | 615 6.75 | 65 6.75 | 541 6.05 | 1 \$2.00 |
| Sauce Pans. | 48 ..... .25 | 625 6.85 | 66 6.85 | 551 6.15 | Male Urinals. |
| 162 ..... .55 | 49 ..... .30 | 635 6.95 | 67 6.95 | 561 6.25 | 2 \$1.85 |
| 163 ..... .60 | 50 ..... .30 | 645 7.05 | 68 7.05 | 571 6.35 | |
| 164 ..... .70 | 51 ..... .30 | 655 7.15 | 69 7.15 | 581 6.45 | |

AUGERS—

Nut

Ship

| | | | |
|------------------|---------|--------|---------|
| 1/2 ..... .50 | Sizes | With | Without |
| 3/4 ..... .50 | in 16's | Screw | Screw |
| 1 ..... .85 | 5 to 10 | \$1.20 | \$1.45 |
| 1 1/4 ..... .60 | 11 | 1.35 | 1.60 |
| 1 1/2 1.15 | 12 | 1.35 | 1.60 |
| 1 3/4 1.15 | 13 | 1.45 | 1.70 |
| 2 1.80 | 14 | 1.45 | 1.70 |
| 2 1/4 2.15 | 15 | 1.65 | 1.90 |
| 2 1/2 2.50 | 16 | 1.65 | 1.90 |
| 2 3/4 3.00 | 17 | 1.75 | 2.10 |
| 3 3.75 | 18 | 1.75 | 2.10 |
| | 19 | 1.95 | 2.35 |
| | 20 | 1.95 | 2.35 |
| | 21 | 2.10 | 2.50 |
| | 22 | 2.10 | 2.50 |
| | 23 | 2.45 | 2.80 |
| | 24 | 2.45 | 2.80 |
| | 25 | 2.70 | 3.30 |
| | 26 | 2.70 | 3.30 |
| | 27 | 2.95 | 3.90 |
| | 28 | 2.95 | 3.90 |
| | 29 | 3.90 | 4.45 |
| | 30 | 3.90 | 4.45 |
| | 31 | 4.45 | 5.20 |
| | 32 | 4.45 | 5.20 |

Boring Machine—

190

1 1/4 1.00

1 1/2 1.25

1 3/4 1.50

2 2.00

Ouban Ring—

1 1.50

1 1/4 1.75

1 1/2 2.00

1 3/4 2.50

2 2.85

Post Hole—

Vaughns \$1.75

Iwan 6-inch 2.50

Eureka Diggers 2.00

| | |
|---|--|
| ADZES—Whites or Bartons—House, \$3.90 each; Railroad, \$4.15; Ship 4 1/2, \$4.05; Ship 4 1/4, \$4.45; Lp'd. 4 1/4, \$4.60; Lp'd. 4 1/2, \$4.85. Lippincotts—House, \$2.50; Ship, \$3.00. | |
| ANCHORS—Screws per 100, 8-16, \$4.15; 1/4, \$6.25. | |
| ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 c lb.; 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 c lb. | |
| APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c. | |
| ASBESTOS— | |
| Mill Board, 35c lb.; Cut, 40c lb. | |
| Paper, 35c lb.; Cut, 40c lb. | |
| Wicking, 1/2-lb. balls, 80c each. | |
| Wicking, 1-lb. lots, \$1.50. | |
| Cement, per sack 6.00 | |
| AXES—Boys American, \$1.50; best grade, \$1.75. Single Bit Hd'd. Am., \$2.00; best grade Hd'd., \$2.25. Dble. Bit American, \$2.50; best grade Hd'd., \$3.00. Not Hd'd.—S. B. best grade, \$2.00; D. B., best grade, \$2.50. | |
| Broad—Lippincotts 5 & 6-lb., \$5.00 each; 6 1/2 & 7-lb., \$5.25 each; 7 1/2 and 8-lb., \$5.50; 8 1/2 & 9-lb., \$5.75; 10-lb., \$6.00. White's or Bartons—All sizes, \$6.00 each. | |
| BABBITT—1, 25c lb.; 2, 22c lb.; 3, 20c lb.; 4, 18c lb.; Magnolia, 50c lb.; OH, 75c lb.; Motor, \$1.00 lb. | |
| BATTERIES—Dry, 2 1/4 x 6, each 45c. | |
| BARS—Bent Claw, 20-in., each, 75c; 24-in., 85c; 30-in., \$1. Crow Bars—15c lb. | |

RETAIL SELLING PRICE—Continued.

BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each.

BEVELS—Sliding T—No. 18: 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c.

| BIBBS—Compression. | Size | List | Retail |
|--------------------|------|---------|--------|
| Fin. Plain | 1/2 | \$19.80 | \$1.25 |
| | 3/4 | 25.20 | 1.60 |
| N. P. Plain | 1/2 | 23.40 | 1.50 |
| | 3/4 | 28.80 | 1.80 |
| Fin. Hose | 1/2 | 22.80 | 1.45 |
| | 3/4 | 28.20 | 1.75 |
| N. P. Hose | 1/2 | 26.40 | 1.65 |
| | 3/4 | 31.80 | 2.00 |

| | | | |
|--------------------------------|-----|-------|------|
| Fullers N. P. Plain—Shouldered | 1/2 | 28.20 | 1.80 |
| | 3/4 | 32.40 | 2.10 |
| Flanged, Fem. | 1/2 | 34.20 | 2.15 |
| | 3/4 | 39.60 | 2.50 |
| Flanged, Male | 1/2 | 36.00 | 2.25 |
| Fullers N. P. Hose—Shouldered | 1/2 | 41.40 | 2.60 |
| | 3/4 | 31.80 | 2.00 |
| Flanged, Fem. | 1/2 | 36.00 | 2.25 |
| | 3/4 | 37.80 | 2.35 |
| Flanged, Male | 1/2 | 43.20 | 2.70 |
| | 3/4 | 39.60 | 2.50 |
| | 1 | 45.00 | 2.80 |

| BITS—Auger | R. J. | Irwin | Car | Common |
|--|-------|-------|------|--------|
| 3-16 | .55 | .40 | | .25 |
| 4-16 | .50 | .40 | 1.00 | .25 |
| 5-16 | .50 | .40 | 1.00 | .25 |
| 6-16 | .55 | .40 | 1.00 | .25 |
| 7-16 | .55 | .40 | 1.00 | .25 |
| 8-16 | .60 | .45 | 1.00 | .25 |
| 9-16 | .60 | .45 | 1.15 | .30 |
| 10-16 | .65 | .50 | 1.25 | .35 |
| 11-16 | .70 | .55 | 1.35 | .35 |
| 12-16 | .75 | .60 | 1.40 | .35 |
| 13-16 | .80 | .65 | 1.50 | .45 |
| 14-16 | .85 | .70 | 1.60 | .50 |
| 15-16 | .95 | .75 | 1.65 | .55 |
| 16 | 1.00 | .75 | 1.75 | .60 |
| Sets Common, 8 bit, \$2.75; 13 bit, \$4.50; Sets R. J., \$8.00; Sets Irwin Pat., \$6.00. | | | | |
| Clark's Expansive, small, \$1.15; large, \$1.50. | | | | |
| Steers, small, \$2.00; large, \$2.50. | | | | |

BLADES—Hack Saw—8-in., 10c; 9-in., 15c; 10-in., 15c; 12-in., 20c. Power, 14-in., 85c.

EXTENSION BIT HOLDERS—12-in., \$1.25 each; 18-in., \$1.50 each; 24-in., \$1.75.

| BLOCKS—Wood Tackle. | Com. | Com. | Com. | Pat. | Pat. | Pat. |
|---------------------|-------|--------|--------|--------|--------|--------|
| | Sngl. | Dbl. | Triple | Sngl. | Dbl. | Trpl. |
| 3-inch | .80 | \$1.45 | \$1.90 | \$1.20 | \$2.20 | \$3.20 |
| 4-inch | .95 | 1.75 | 2.35 | 1.30 | 2.50 | 3.60 |
| 5-inch | 1.00 | 1.90 | 2.50 | 1.40 | 2.80 | 3.85 |
| 6-inch | 1.20 | 2.20 | 3.20 | 1.65 | 3.15 | 4.85 |
| 7-inch | 1.45 | 2.65 | 3.85 | 1.65 | 3.65 | 5.50 |
| 8-inch | 1.80 | 3.10 | 4.65 | 2.50 | 4.50 | 6.60 |
| 10-inch | 3.00 | 4.90 | 6.85 | 3.85 | 6.60 | 9.35 |
| 12-inch | 4.85 | 8.25 | 11.70 | 5.80 | 10.00 | 14.50 |

| BLOCKS—Steel Tackle | Size | Single | Double |
|---------------------|------|--------|--------|
| 3-inch | | .90 | \$1.50 |
| 4-inch | | 1.00 | 1.85 |
| 5-inch | | 1.10 | 2.00 |
| 6-inch | | 1.25 | 2.25 |
| 8-inch | | 1.85 | 3.25 |
| 10-inch | | 3.00 | 5.00 |

| BLOCKS—Wood Snatch. | Size | Single | Double |
|---------------------|------|--------|--------|
| 6-inch | | | \$3.00 |
| 8-inch | | | 4.85 |
| 10-inch | | | 6.35 |
| 12-inch | | | 7.50 |

BLOWERS—No. 400 Champion, \$35.00; No. 40 Lancaster, \$20.00; Royal, \$30.00.

BOARDS—Stove—W. L.: 24x24, \$1.40; 24x36, \$2.00; 26x26, \$1.65; 26x32, \$2.00; 28x28, \$1.95; 28x34, \$2.25; 30x30, \$2.25; 30x36, \$2.75; 32x32, \$2.80; 32x42, \$3.25; 36x36, \$3.85. P. L.—18x18, 55c; 24x24, \$1.00; 26x26, \$1.15; 28x28, \$1.25; 30x30, \$1.50; 26x30, \$1.45; 28x32, \$1.65. Wash Boards—Glass Queen, each 65c; Brass Queen, each 85c; Zinc Queen, each 50c.

| BOXES—Mitre— | Goodell— | Langdon— |
|--------------------------|----------|----------|
| 26x4 | \$15.00 | 15 |
| 28x5 | 16.50 | 16 |
| 30x5 | 17.00 | |
| 30x6 | 19.00 | |
| New Langdon Imp.— | | |
| 32 | 14.50 | 72 |
| 33 | 15.00 | 73 |
| 34 | 17.00 | 74 |
| 35 | 17.50 | |
| Stearns— | | |
| 1 | 2.75 | 244 |
| Perfection— | | 358 |
| 2 | 3.25 | 460 |
| Parts: Add to list, 25%. | | 346 |

| BOLTS— | Contractors. | Retail, by doz. |
|-----------|--------------|-----------------|
| Carriage— | | |
| Small | Plus 10% | Plus 50% |
| Large | Plus 25% | Plus 50% |
| Machine— | | |
| Small | Plus 10% | Plus 50% |
| Large | Plus 25% | Plus 50% |

| | | | | |
|----------------------------|----------|--------|----------|--------|
| Stove Bolts, 80% off List. | | | | |
| Stud | Plus 80% | | Plus 50% | |
| BRACES— | 811 | 911 | 923 | 945 |
| 6 | | \$2.85 | \$2.35 | |
| 8 | \$8.85 | 2.85 | 2.25 | |
| 10 | 8.50 | 3.00 | 2.50 | \$1.75 |
| 12 | 8.75 | 3.25 | 2.80 | 2.00 |
| 14 | 4.25 | 8.75 | 8.35 | |
| 16 | 4.50 | | | |
| 8 | | 998 | 921 | 955 |
| 10 | | 8.00 | 3.00 | |
| 12 | | 4.15 | 3.25 | 1.50 |
| | | | 8.50 | 1.65 |
| PS&W | | 8008 | 8010 | 8012 |
| BRACKETS—Shelf— | | \$3.00 | \$3.25 | \$3.50 |

| Japanned— | Pair | B. P.— | Pair |
|-----------|--------|--------------------------|--------|
| 8x4 | \$.20 | 8x4 | \$.35 |
| 4x5 | .35 | 4x5 | .40 |
| 5x7 | .80 | 5x7 | .50 |
| 6x8 | .40 | 6x8 | .65 |
| 7x9 | .45 | 7x9 | .75 |
| 8x10 | .50 | 8x10 | .80 |
| 10x12 | .65 | 10x12 | 1.00 |
| 12x14 | 1.00 | 12x14 | 1.25 |
| 16x18 | 2.25 | N.P. & O.C. same as B.P. | |

BRADS—Wire. Bulk per lb. 1/2-lb. pkgs. 1/4-lb. pkgs.
 1/2 & 3/4 inch .30 \$.15 \$.10
 3/4 to 1 1/4 inch .20 .15 .10
 1 1/4 to 2 inch .15 .15 .10

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD MAKERS—Universal—No. 2. each. \$2.25; No. 4. \$2.50; No. 8, \$8.50.

| BUCKETS— | Common Galv. | Each | Stock— | Each |
|---------------|--------------|--------|------------|--------|
| 8 | | \$.40 | 14 | \$.90 |
| 10 | | .50 | 16 | 1.00 |
| 12 | | .60 | 18 | 1.15 |
| 14 | | .65 | 20 | 1.25 |
| 16 | | .75 | Well Galv. | Each |
| Garbage Galv. | Each | | 10 Qt. | \$.85 |
| 00 | \$1.60 | | 12 Qt. | 1.00 |
| 02 | 1.85 | | Wood— | Each |
| 03 | 2.25 | | Short ear | \$.85 |
| | | | Strap ear | .90 |

| BOTTLES—Vacuum. | Thermos. | Universal. |
|-----------------|----------|------------|
| 10 | \$1.75 | 61 |
| 10q | 2.75 | 62 |
| 11 | 2.00 | 21 |
| 11q | 3.25 | 22 |
| 14 | 2.25 | 71 |
| 14q | 2.75 | 72 |
| 15 1/2 | 2.75 | 91 |
| 15 | 3.00 | 92 |
| 15q | 4.50 | 81 |
| 6 | 3.25 | 82 |
| 6q | 5.00 | |

Fillers—Thermos and Universal.
 1/2 Pint \$1.25
 1 Pint 1.50
 1 Quart 2.50

| Lunch Kits— | Thermos. | Universal. |
|-------------|----------|------------|
| 391 & 395 | \$3.00 | 310 |
| 392 & 396 | 3.25 | 410 |
| 393 & 397 | 3.50 | 510 |
| 394 & 398 | 4.25 | |

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00.
 Oil Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CHALK—Carpenters, per piece, 2 1/2c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. ball, size 150, each 10c; size 250, each 10c; size 350, each 10c.

| CHAIN—German Coil. | 000, 9c ft.; 00, 8c ft.; 0, 7c ft.; 1, 7c ft.; 2, 6c ft.; 3 and larger, 5 1/2c ft. |
|---|--|
| Passing Link—00 (3-16), 8c ft.; 000 (13-64), 8c ft. | |
| Proof Coil— | Black lb. Tested lb. Galv. lb. |
| 3-16 | \$.22 \$.40 \$.27 |
| 7-82 | .35 .35 .23 |
| 1-4 | .19 .32 .23 |
| 9-32 | .30 .30 .20 |
| 5-16 | .17 .28 .20 |
| 11-32 | .27 .27 .19 |
| 3-8 | .16 .26 .18 1/2 |
| 7-16 | .16 .25 .17 1/2 |
| 1-2 | .15 .23 .17 1/2 |
| 5-8 | .15 .17 1/2 .17 |
| 3-4 | .14 .17 .17 |
| 1 | .13 1/2 .17 |

CHAIN—Continued.

CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-13, \$6.30; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

| Universal— | | Enterprise— | |
|------------|--------|-------------|--------|
| 0 | \$1.50 | 5 | \$2.50 |
| 1 | 1.85 | 10 | 4.25 |
| 2 | 2.25 | 501 | 1.25 |
| 3 | 3.00 | 602 | 1.50 |

| | | | |
|---------------------------|--------|----------------------------------|-----------------------|
| Acme— | | No. 35 | \$3.50 |
| No. 0 | \$5.50 | No. 45 | 4.00 |
| No. 1 | 6.50 | Dacey— | Ex Jars, Dacey |
| No. 2 | 7.00 | | Each |
| No. 3 | 7.50 | No. 10 | \$1.50 \$.50 |
| No. 4 | 9.00 | No. 20 | 2.00 .75 |
| No. 5 | 11.00 | No. 30 | 2.50 1.15 |
| Sturges Steel— | | No. 40 | 3.00 1.35 |
| No. 1 | \$8.55 | Dacey—Tin. | |
| No. 2 | 10.50 | No. 200, 2-gal. | \$4.25 |
| No. 3 | 11.00 | No. 300, 3-gal. | 5.50 |
| Improved Cylinder— | | No. 400, 4-gal. | 6.25 |
| No. 1 | \$3.25 | No. 600, 6-gal. | 8.50 |
| No. 2 | 4.00 | Dash IX Tin— | |
| No. 3 | 4.50 | 2-gallon | \$1.35 |
| No. 4 | 5.00 | 3-gallon | 1.50 |
| Glass Family— | | 4-gallon | 1.65 |
| Universal— | | 5-gallon | 1.85 |
| No. 15 | \$2.00 | 6-gallon | 2.00 |
| No. 25 | 2.50 | Dash and Handle 15c extra | |

| | No. 36 | No. 2 | No. 4 | Point |
|-------|--------|---------|-------|-------|
| 1/4 | \$.70 | \$.90 | ... | \$.40 |
| 1/4 | .70 | .90 | ... | .45 |
| 3/4 | .75 | .95 | ... | .50 |
| 1/2 | .80 | 1.00 | ... | .65 |
| 3/4 | .85 | 1.05 | ... | .75 |
| 1 | .90 | 1.15 | ... | .90 |
| 3/4 | .95 | 1.25 | ... | 1.25 |
| 1 | 1.00 | 1.30 | \$.95 | 1.50 |
| 1 1/4 | 1.10 | 1.40 | 1.00 | ... |
| 1 1/2 | 1.15 | 1.50 | 1.05 | ... |
| 1 3/4 | 1.20 | 1.60 | 1.15 | ... |
| 2 | 1.40 | 1.80 | 1.25 | ... |
| | Gold | Cold | | Round |
| | Com. | Special | Cape | Nose |
| 1/4 | \$.15 | \$.30 | \$.35 | \$.35 |
| 5-16 | .15 | .30 | .35 | .35 |
| 3/4 | .15 | .30 | .40 | .40 |
| 1/2 | .20 | .35 | .50 | .50 |
| 3/4 | .25 | .45 | .65 | .65 |
| 1 | .35 | .60 | .75 | .75 |
| 3/4 | .45 | .75 | ... | ... |
| 1 | .50 | .95 | ... | ... |

| | |
|------------|------|
| 1-inch | 0.68 |
| 1 1/8-inch | 0.71 |
| 1 1/4-inch | 0.78 |
| 1 3/8-inch | 0.84 |
| 1 1/2-inch | 1.00 |
| 1 3/4-inch | 1.23 |
| 1 7/8-inch | 1.63 |
| 2-inch | 2.23 |

| Mall. | Screw | Door—Stearns— | Pair |
|------------------|--------|---------------|--------|
| 2 1/2-inch | \$.50 | 2-inch | \$4.75 |
| 3-inch | .65 | 3-inch | 6.00 |
| 4-inch | .75 | 4-inch | 7.00 |
| 5-inch | .90 | 5-inch | 8.00 |
| 6-inch | 1.15 | 6-inch | 12.50 |

| | | | |
|---------------|------|--------------|------|
| 10-inch | 2.50 | Universal— | |
| 12-inch | 2.75 | No. 22 | 2.75 |

| New Easy— | | Extra Outters |
|-------------|--------|-----------------|
| No. 0 | \$3.50 | No. 0.....\$2.0 |
| No. 1 | 4.50 | No. 1.....2.2 |
| No. 2 | 6.25 | No. 2.....2.0 |
| No. 3 | 8.00 | No. 3.....3.7 |

| | |
|---------------|-----|
| 10-inch | 1.5 |
| 14-inch | 1.7 |

\$2.25; Recall, \$2.75; No. 200 Parker, \$3.00; 8-Day Simplex, \$4.00.

2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10
straight.

| | | |
|----------------------|--------|-------------------------|
| WIRE CLOTH— | | |
| Black, sq. ft. | \$.04 | Pearl08 |
| Galvanized06 | | Copper Bronze16 |

| Rubber— | | Wood Floor— | |
|----------------|-----|----------------|-----|
| 10-inch ... \$ | .25 | 14-inch ... \$ | .40 |
| 12-inch ... | .30 | 16-inch ... | .50 |
| 14-inch ... | .35 | | |

| | |
|---------------------------------------|--------|
| Catch weight sacks, per 100 lbs. | \$1.85 |
| Per 125-lb. sack | 2.35 |

| | | | |
|--------------------|---------|--------------------|---------|
| No. 1, 16x18 | \$18.00 | No. 5, 20x24 | \$17.50 |
| No. 2, 18x20 | 15.00 | No. 6, 16x18 | 14.50 |
| No. 8, 20x24 | 20.00 | No. 7, 20x24 | 17.50 |
| No. 4, 16x18 | 11.00 | No. 8, 18x24 | 28.00 |

| | | | | | |
|------------------|-------|----|---------------|-------|----|
| Lamp Black | | 35 | Van Dyke | | 18 |
| Ivory Drop Black | | 25 | Chrome Green | | 35 |
| Prussian Blue | | 85 | Chrome Yellow | | 35 |
| Ultra Blue | | 50 | Ochre Golden | | 10 |
| Umber Raw | | 15 | Ochre Yellow | | 04 |
| Umber Burnt | | 15 | Venetian | | 04 |
| Sienna Raw | | 15 | Indian Red | | 15 |
| Sienna Burnt | | 15 | | | |

| | | | |
|------------------------|------|-------------------|------|
| Black—Eng Coach lb. \$ | .50 | Eng. Verm. ¼ lb. | 1.40 |
| Ivory Drop, lb. | .40 | Eng. Verm. 1 lb. | 2.80 |
| Lamp, lb. | .45 | Tuscan | .45 |
| Blue—Prussian ¼ lb. | .40 | Indian | .80 |
| ¼ lb. | .65 | Venetian | .25 |
| 1 lb. | 1.25 | Rose Pink | .60 |
| Ultrum ¼ lb. | .20 | Rose Lake | 1.05 |
| ¼ lb. | .35 | Dutch Pink | .75 |
| 1 lb. | .60 | Carmine | 1.40 |
| Cobalt 1 lb. | .80 | Turkey | 1.70 |
| Brown—R&B Sienna 1 | .40 | Para | 1.80 |
| Umbre 1 lb. | .40 | Yellow—Chrome lb. | .50 |
| Van Dyke 1 lb. | .50 | Ochre—Golden lb. | .85 |
| Green—Chrome 1 lb. | .40 | Yellow, 1 lb. | .25 |

| | | |
|------------------------|--------|--------|
| 5-lb. boxes, 1b. | \$.18 | \$.18 |
| 50-lb. boxes, 1b. | 18 | 18 |

| CORD—Sash | | | Common | | | Silver Lake | | |
|----------------------|------|-------|--------|------|-------|-------------|--|--|
| No. | Hank | Ft. | Lb. | Hank | Ft. | Lb. | | |
| No. 6 | 1.00 | .01 ½ | .65 | 1.50 | .02 | .90 | | |
| No. 7 | 1.10 | .01 ¾ | .65 | 1.75 | .02 ½ | .90 | | |
| No. 8 | 1.25 | .02 | .65 | 2.00 | .03 | .90 | | |
| No. 9 | 1.50 | .02 ½ | .65 | 2.50 | .03 ½ | .90 | | |
| No. 10 | 2.00 | .03 | .65 | 3.00 | .04 | .90 | | |
| No. 12 | 2.75 | .03 ½ | .65 | 4.00 | .05 | .90 | | |
| Samson Spot, per lb. | | | | | | | | |

| | | | |
|-----------------|--------|-----------------|--------|
| No. 0, Pk. | \$.10 | No. 3, Pk. | \$.20 |
| No. 1, Pk. | .10 | No. 4, Pk. | .25 |
| No. 2, Pk. | .15 | | |

| | 3-82 | 3-81 | 3-80 | 3-79 | 3-78 | 3-77 | 3-76 | 3-75 | 3-74 | 3-73 | 3-72 | 3-71 | 3-70 | 3-69 | 3-68 | 3-67 | 3-66 | 3-65 | 3-64 | 3-63 | 3-62 | 3-61 | 3-60 | 3-59 | 3-58 | 3-57 | 3-56 | 3-55 | 3-54 | 3-53 | 3-52 | 3-51 | 3-50 | 3-49 | 3-48 | 3-47 | 3-46 | 3-45 | 3-44 | 3-43 | 3-42 | 3-41 | 3-40 | 3-39 | 3-38 | 3-37 | 3-36 | 3-35 | 3-34 | 3-33 | 3-32 | 3-31 | 3-30 | 3-29 | 3-28 | 3-27 | 3-26 | 3-25 | 3-24 | 3-23 | 3-22 | 3-21 | 3-20 | 3-19 | 3-18 | 3-17 | 3-16 | 3-15 | 3-14 | 3-13 | 3-12 | 3-11 | 3-10 | 3-9 | 3-8 | 3-7 | 3-6 | 3-5 | 3-4 | 3-3 | 3-2 | 3-1 | 3-0 | 2-59 | 2-58 | 2-57 | 2-56 | 2-55 | 2-54 | 2-53 | 2-52 | 2-51 | 2-50 | 2-49 | 2-48 | 2-47 | 2-46 | 2-45 | 2-44 | 2-43 | 2-42 | 2-41 | 2-40 | 2-39 | 2-38 | 2-37 | 2-36 | 2-35 | 2-34 | 2-33 | 2-32 | 2-31 | 2-30 | 2-29 | 2-28 | 2-27 | 2-26 | 2-25 | 2-24 | 2-23 | 2-22 | 2-21 | 2-20 | 2-19 | 2-18 | 2-17 | 2-16 | 2-15 | 2-14 | 2-13 | 2-12 | 2-11 | 2-10 | 2-9 | 2-8 | 2-7 | 2-6 | 2-5 | 2-4 | 2-3 | 2-2 | 2-1 | 2-0 | 1-59 | 1-58 | 1-57 | 1-56 | 1-55 | 1-54 | 1-53 | 1-52 | 1-51 | 1-50 | 1-49 | 1-48 | 1-47 | 1-46 | 1-45 | 1-44 | 1-43 | 1-42 | 1-41 | 1-40 | 1-39 | 1-38 | 1-37 | 1-36 | 1-35 | 1-34 | 1-33 | 1-32 | 1-31 | 1-30 | 1-29 | 1-28 | 1-27 | 1-26 | 1-25 | 1-24 | 1-23 | 1-22 | 1-21 | 1-20 | 1-19 | 1-18 | 1-17 | 1-16 | 1-15 | 1-14 | 1-13 | 1-12 | 1-11 | 1-10 | 1-9 | 1-8 | 1-7 | 1-6 | 1-5 | 1-4 | 1-3 | 1-2 | 1-1 | 0-59 | 0-58 | 0-57 | 0-56 | 0-55 | 0-54 | 0-53 | 0-52 | 0-51 | 0-50 | 0-49 | 0-48 | 0-47 | 0-46 | 0-45 | 0-44 | 0-43 | 0-42 | 0-41 | 0-40 | 0-39 | 0-38 | 0-37 | 0-36 | 0-35 | 0-34 | 0-33 | 0-32 | 0-31 | 0-30 | 0-29 | 0-28 | 0-27 | 0-26 | 0-25 | 0-24 | 0-23 | 0-22 | 0-21 | 0-20 | 0-19 | 0-18 | 0-17 | 0-16 | 0-15 | 0-14 | 0-13 | 0-12 | 0-11 | 0-10 | 0-9 | 0-8 | 0-7 | 0-6 | 0-5 | 0-4 | 0-3 | 0-2 | 0-1 | 0-0 | 0-59 | 0-58 | 0-57 | 0-56 | 0-55 | 0-54 | 0-53 | 0-52 | 0-51 | 0-50 | 0-49 | 0-48 | 0-47 | 0-46 | 0-45 | 0-44 | 0-43 | 0-42 | 0-41 | 0-40 | 0-39 | 0-38 | 0-37 | 0-36 | 0-35 | 0-34 | 0-33 | 0-32 | 0-31 | 0-30 | 0-29 | 0-28 | 0-27 | 0-26 | 0-25 | 0-24 | 0-23 | 0-22 | 0-21 | 0-20 | 0-19 | 0-18 | 0-17 | 0-16 | 0-15 | 0-14 | 0-13 | 0-12 | 0-11 | 0-10 | 0-9 | 0-8 | 0-7 | 0-6 | 0-5 | 0-4 | 0-3 | 0-2 | 0-1 | 0-0 | 0-59 | 0-58 | 0-57 | 0-56 | 0-55 | 0-54 | 0-53 | 0-52 | 0-51 | 0-50 | 0-49 | 0-48 | 0-47 | 0-46 | 0-45 | 0-44 | 0-43 | 0-42 | 0-41 | 0-40 | 0-39 | 0-38 | 0-37 | 0-36 | 0-35 | 0-34 | 0-33 | 0-32 | 0-31 | 0-30 | 0-29 | 0-28 | 0-27 | 0-26 | 0-25 | 0-24 | 0-23 | 0-22 | 0-21 | 0-20 | 0-19 | 0-18 | 0-17 | 0-16 | 0-15 | 0-14 | 0-13 | 0-12 | 0-11 | 0-10 | 0-9 | 0-8 | 0-7 | 0-6 | 0-5 | 0-4 | 0-3 | 0-2 | 0-1 | 0-0 | 0-59 | 0-58 | 0-57 | 0-56 | 0-55 | 0-54 | 0-53 | 0-52 | 0-51 | 0-50 | 0-49 | 0-48 | 0-47 | 0-46 | 0-45 | 0-44 | 0-43 | 0-42 | 0-41 | 0-40 | 0-39 | 0-38 | 0-37 | 0-36 | 0-35 | 0-34 | 0-33 | 0-32 | 0-31 | 0-30 | 0-29 | 0-28 | 0-27 | 0-26 | 0-25 | 0-24 | 0-23 | 0-22 | 0-21 | 0-20 | 0-19 | 0-18 | 0-17 | 0-16 | 0-15 | 0-14 | 0-13 | 0-12 | 0-11 | 0-10 | 0-9 | 0-8 | 0-7 | 0-6 | 0-5 | 0-4 | 0-3 | 0-2 | 0-1 | 0-0 | 0-59 | 0-58 | 0-57 | 0-56 | 0-55 | 0-54 | 0-53 | 0-52 | 0-51 | 0-50 | 0-49 | 0-48 | 0-47 | 0-46 | 0-45 | 0-44 | 0-43 | 0-42 | 0-41 |
|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|
|--|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|------|

HOSE COUPLINGS—Com. Size $\frac{1}{2}$, each 20c; $\frac{3}{4}$, 20c; $\frac{7}{8}$, 20c
CUTTERS—Pine—Barnes No 1 \$2.95 each; No 2 \$3.90

No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$26.00

Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4, \$12.60

DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7

80c; 8, 40c; 9, 50c; 10, 60c.

DIVIDERS—Wing No. 35—
 6 2.50 10 2.90

| | | | | | |
|---|-------|-----|----|-------|-----|
| 6 | | .50 | 10 | | .50 |
| 7 | | .65 | 12 | | 1.1 |

| | | | |
|---------|-----|----------|------|
| 8 | .75 | 14 | 2.25 |
|---------|-----|----------|------|

DOLLIES—Timber—
No. 649 6-inch \$7.50 No. 650 8-inch \$10.50

DOORS—Screen.

| | |
|--|-------|
| Common, $\frac{7}{8}$ -inch, 2-6x6-6 | \$2.1 |
|--|-------|

| | |
|--|-----|
| Common, $\frac{3}{8}$ -inch, 2-8x6-8 | 2.3 |
| Common, 1 $\frac{1}{4}$ -inch, 2-8x6-8 | 2.5 |

| | |
|-----------------------------|-----|
| Common, 1 1/8-inch, 2-8x6-8 | 2.5 |
| Common, 1 1/8-inch, 2-8x6-8 | 2.6 |

| | |
|-------------------------------------|-----|
| Common, 1 1/8-inch, 2-10x6-10 | 2.8 |
| Common, 1 1/4-inch, 8x7 | 3.2 |

RETAIL SELLING PRICE—Continued.

| | | | | | | | | |
|----------------------------|---------|-------------------|--|------|--|------|-------------------------------|------------|
| DOORS—Ash Pit. | | 12x15 | | 3.50 | 1480 | 2.75 | 445 | 4.25 |
| 8x8, each..... | \$1.40 | Ash Traps— | | | 1445 | 4.85 | 455 | 5.00 |
| 8x10 | 1.50 | 7x9 | | .55 | 1455 | 5.00 | 545 | 7.00 |
| 10x12 | 1.80 | | | | 259 | 4.50 | 550 | 6.75 |
| DRILLS— | | | | | 329 | 2.40 | 1580 | 4.15 |
| Bit Stock No. 114 | Doz. | | | | 348 | 2.50 | 1540 | 5.75 |
| 8-82 | \$ 2.70 | | | | 885 | 5.50 | 1545 | 7.50 |
| 1/4 | 8.00 | | | | 879 | 2.40 | 1550 | 6.25 |
| 5-82 | 4.00 | | | | ELBOWS—Conductor— | | 1555 | 8.50 |
| 3-16 | 4.50 | | | | Pi. | Rd. | Sq. Cor. | Rd. |
| 7-82 | 5.00 | | | | 2-inch | .35 | 2 1/4 x 1 1/4 | 1 1/4-inch |
| 1/4 | 5.00 | | | | 3-inch | .50 | 3 1/4 x 2 1/4 | 2-inch |
| 5-16 | 7.00 | | | | 4-inch | .60 | | 3-inch |
| 1/4 | 8.50 | | | | Corrugated—Conductor | | | Shoes |
| 7-16 | 10.50 | | | | 2-inch | .25 | 2-inch | .25 |
| 1/4 | 12.00 | | | | 3-inch | .30 | 3-inch | .30 |
| 9-16 | 13.00 | | | | 4-inch | .45 | 4-inch | .45 |
| 1/4 | 18.00 | | | | 5-inch | .90 | 5-inch | .90 |
| 1/4 | 24.00 | | | | ELBOWS—Stove Pipe— | | | |
| 1/4 | 30.00 | | | | | | Com. | Pol. |
| 1 | 36.00 | | | | 3 | .20 | .25 | .25 |
| Wire Gauge 108A. | | | | | 4 | .25 | .40 | .25 |
| 1-5 Ga. | \$2.75 | | | | 5 | .25 | .45 | .30 |
| 6-10 Ga. | 2.50 | | | | 6 | .25 | .50 | .40 |
| 11-15 Ga. | 2.25 | | | | 7 | .30 | .75 | .50 |
| 16-20 Ga. | 2.00 | | | | EMERY—Grain— | | | |
| 21-25 Ga. | 1.90 | | | | No. 60, per lb. | .25 | Flour Emery— | |
| 26-30 Ga. | 1.80 | | | | No. 70, per lb. | .25 | Per lb. | |
| 31-35 Ga. | 1.75 | | | | No. 80, per lb. | .25 | Stones—(See Stones) | |
| 36-40 Ga. | 1.75 | | | | No. 90, per lb. | .25 | Cloth—(See Cloth) | |
| 41-45 Ga. | 1.70 | | | | No. 100, per lb. | .25 | Wheels—(See Wheels) | |
| 46-50 Ga. | 1.65 | | | | No. 120, per lb. | .25 | | |
| 51-55 Ga. | 1.60 | | | | FASTENERS—Casement, Common Brass Plated, 25c; Sash. | | | |
| 56-60 Ga. | 1.55 | | | | FELT—Deadening, Size Roll, 1/4-lb., \$3.00; 1-lb., \$4.00; 1 1/2-lb., \$6.00. Tarred, 250-ft. roll, \$1.35 each; 500-ft. roll, \$2.60 each. | | | |
| Taper Shank No. 106 | | | | | FIGURES—Steel. | | | |
| 1/4 | .45 | | | | 1/4 each | .15 | 1/4 set | .90 |
| 5-82 | .45 | | | | 3-16 each | .15 | 3-16 set | 1.10 |
| 3-16 | .50 | | | | 1/4 each | .20 | 1/4 set | 1.25 |
| 7-82 | .55 | | | | 5-16 each | .25 | 5-16 set | 1.60 |
| 9-82 | .60 | | | | 1/4 each | .30 | 1/4 set | 2.00 |
| 5-16 | .70 | | | | FILES | | Size 10 | .45 |
| 11-82 | .75 | | | | Flat Bastard size 6 | .80 | Extra Slim Tapers. | |
| 13-82 | .80 | | | | Flat Bastard size 7 | .85 | Size 3 1/4, 2 for 25c | .15 |
| 7-16 | 1.00 | | | | Flat Bastard size 8 | .85 | Size 4, 2 for 25c | .15 |
| 15-82 | 1.10 | | | | Flat Bastard size 10 | .45 | Size 4 1/4, 2 for 25c | .15 |
| 1/4 | 1.20 | | | | Flat Bastard size 12 | .60 | Size 5 | .15 |
| 17-82 | 1.30 | | | | Flat Bastard size 14 | .60 | Size 5 1/4 | .15 |
| 29-82 | 2.80 | | | | Flat Bastard size 16 | 1.15 | Size 6, 2 for 35c | .20 |
| 15-16 | 8.00 | | | | Mill Bastard size 4 | .15 | Size 7 | .25 |
| 31-82 | 8.25 | | | | Mill Bastard size 5 | .20 | Size 8 | .30 |
| 1 | 8.50 | | | | Mill Bastard size 6 | .20 | Weeds Saw. | |
| 1 1-82 | 8.75 | | | | Mill Bastard size 7 | .25 | Size 5 1/4, 3 for 50c | .20 |
| 1 1-16 | 4.00 | | | | Mill Bastard size 8 | .25 | Size 5 1/2, 3 for 50c | .20 |
| 1 3-32 | 4.25 | | | | Mill Bastard size 10 | .35 | Size 6 | .20 |
| 1 1/4 | 4.50 | | | | Mill Bastard size 12 | .45 | Size 7 | .25 |
| 1 5-82 | 4.75 | | | | Mill Bastard size 14 | .60 | Band Saw. | |
| 1 3-16 | 5.00 | | | | Mill Bastard size 16 | .85 | Size 5 | .20 |
| 1 7-82 | 5.25 | | | | Round Bastard size 3 | .15 | Size 6 | .25 |
| 1 1/4 | 5.50 | | | | Round Bastard size 3 1/4 | .15 | Size 7 | .30 |
| 1 9-82 | 5.75 | | | | Round Bastard size 4 | .15 | Size 8 | .40 |
| 1 5-16 | 6.00 | | | | Round Bastard size 5 | .20 | Size 10 | .50 |
| 1 11-82 | 6.25 | | | | Round Bastard size 6 | .20 | Cant Saw. | |
| 1 13-82 | 7.00 | | | | Round Bastard size 7 | .25 | Size 5 | .30 |
| 1 7-16 | 7.50 | | | | Round Bastard size 8 | .25 | Size 6 | .30 |
| 1 15-82 | 8.00 | | | | Round Bastard size 10 | .35 | Size 7 | .35 |
| 1 1/4 | 8.50 | | | | Round Bastard size 12 | .45 | Size 8 | .45 |
| 1 17-82 | 9.00 | | | | Round Bastard size 14 | .60 | Warding, 3 to 4 | .25 |
| 1 9-16 | 9.50 | | | | Round Bastard size 16 | .85 | Warding, 4 1/2 to 6 | .30 |
| 1 19-82 | 10.00 | | | | Half Round Bastard. | | Warding, 6 | .35 |
| 1 1/4 | 10.50 | | | | Size 4 | .25 | Half Round Smooth. | |
| 1 21-82 | 11.00 | | | | Size 5 | .30 | Size 6 | .40 |
| 1 11-16 | 11.50 | | | | Size 6 | .35 | Size 8 | .50 |
| 1 23-82 | 12.00 | | | | Size 7 | .40 | Size 10 | .60 |
| 1 1/4 | 12.50 | | | | Size 8 | .45 | Size 12 | .80 |
| 1 25-82 | 13.25 | | | | Size 10 | .50 | Size 14 | 1.15 |
| 1 13-16 | 14.00 | | | | Size 12 | .60 | Half Round Cabinet. | |
| 1 27-82 | 14.75 | | | | Size 14 | .85 | Size 6 | .45 |
| 1 1/4 | 15.50 | | | | Size 16 | 1.15 | Size 8 | .60 |
| 1 29-82 | 16.25 | | | | Square Bastard. | | Size 10 | .75 |
| 1 15-16 | 17.00 | | | | Size 4 | .20 | Size 12 | 1.05 |
| 1 31-82 | 17.75 | | | | Size 5 | .25 | Size 14 | 1.40 |
| 2 | 18.50 | | | | Size 6 | .25 | Half Round Wood Rasps. | |
| Str. Shank No. 108. | | | | | Size 7 | .30 | Size 6 | .45 |
| 8-82 | 1.70 | | | | Size 8 | .35 | Size 8 | .60 |
| 1/4 | 1.80 | | | | Size 10 | .45 | Size 9 | .70 |
| 5-82 | 1.90 | | | | Size 12 | .60 | Size 10 | .75 |
| 3-16 | 2.25 | | | | Size 14 | .85 | Size 12 | 1.05 |
| 7-82 | 2.75 | | | | Size 16 | 1.05 | Size 14 | 1.40 |
| 1/4 | 3.25 | | | | Knife Bastard. | | Shoemakers. | |
| 9-82 | 3.80 | | | | Size 4 | .30 | Size 8 | .60 |
| 9-16 | 1.40 | | | | Size 5 | .35 | Size 9 | .70 |
| 19-82 | 1.50 | | | | Size 6 | .40 | Size 10 | .75 |
| 1/4 | 1.60 | | | | Slim Taper. | | Plain Horse. | |
| 21-82 | 1.70 | | | | Size 3 1/4, 2 for 25c | .15 | Size 12 | .55 |
| 11-16 | 1.80 | | | | Size 4, 2 for 25c | .15 | Size 14 | .75 |
| 23-82 | 1.90 | | | | Size 4 1/4, 2 for 25c | .15 | Size 16 | 1.10 |
| Hand Drill. | | | | | Size 5 | .15 | Tank Horse. | |
| 4 | \$2.40 | | | | Size 5 1/4 | .15 | Size 12 | .70 |
| 4 1/4 | 2.00 | | | | Size 6, 2 for 35c | .20 | Size 14 | 1.00 |
| 5 1/4 | 4.00 | | | | Size 7 | .25 | Size 16 | 1.35 |
| 5 1/2 B | 4.00 | | | | | | | |
| 49 | 1.50 | | | | | | | |

RETAIL SELLING PRICE—Continued.

FAUCETS—Cork Lined— 8-inch each.....\$.30
 7-inch each.....\$.15 9-inch each......35
FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Com-
 mon: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am.
 Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch,
 35c. Extra Cranks, 25c.
FLATTERS—Blacksmith— 2-in., \$1.25; 2½-in., \$1.65; 3-in.,
 \$2.00; 3½-in., \$3.00.
PIPE FITTINGS—

| | ¼ | ½ | ¾ | 1 | 1½ | 2 |
|----------------------|-----|-----|-----|-----|------|------|
| Bushings, black | .06 | .06 | .07 | .08 | .10 | .12 |
| Bushings, galv. | .10 | .10 | .13 | .16 | .18 | .23 |
| Caps, black | .08 | .08 | .08 | .13 | .25 | .30 |
| Caps, galv. | .10 | .10 | .13 | .18 | .25 | .35 |
| Couplings, black | .07 | .08 | .10 | .13 | .22 | .26 |
| Couplings, galv. | .08 | .11 | .13 | .18 | .25 | .32 |
| Crosses, black | .19 | .27 | .38 | .60 | .65 | .75 |
| Crosses, galv. | .25 | .38 | .55 | .85 | 1.00 | 1.20 |
| Elbows, black | .08 | .10 | .13 | .15 | .20 | .30 |
| Elbows, galv. | .10 | .15 | .18 | .20 | .30 | .50 |
| 45 deg. Elbows, blk | .08 | .10 | .13 | .15 | .25 | .50 |
| St. Elbows, black | .07 | .10 | .15 | .25 | .38 | .45 |
| St. Elbows, galv. | .10 | .15 | .22 | .38 | .40 | .57 |
| Floor Flanges, black | .30 | .36 | .42 | .55 | .60 | .85 |
| Lock Nuts, black | .04 | .06 | .07 | .18 | .19 | .25 |
| Lock Nuts, galv. | .05 | .07 | .10 | .20 | .28 | .37 |
| Plugs, black | .04 | .04 | .04 | .06 | .07 | .08 |
| Reducers, black | .10 | .10 | .12 | .17 | .26 | .30 |
| Reducers, galv. | .13 | .13 | .17 | .25 | .38 | .45 |
| Return Bends, blk | .25 | .28 | .38 | .65 | .80 | .95 |
| Close— | | | | | | |
| Return Bends, blk | .27 | .32 | .40 | .70 | .90 | 1.10 |
| Medium— | | | | | | |
| Return Bends, blk | .28 | .34 | .45 | .75 | 1.00 | 1.35 |
| Open— | | | | | | |
| Tees, black | .10 | .15 | .16 | .17 | .24 | .39 |
| Tees, galv. | .13 | .22 | .25 | .27 | .37 | .65 |
| Unions, black | .18 | .22 | .25 | .30 | .35 | .45 |
| Unions, galv. | .28 | .30 | .35 | .40 | .50 | .70 |

| Size | 2 | 2½ | 3 | 3½ | 4 | 5 | 6 | 7 | 8 |
|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| ¼, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¼, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ½, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ½, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 1, black | .08 | .13 | .13 | .13 | .15 | .18 | .23 | .25 | .32 |
| 1, galv. | .11 | .19 | .19 | .19 | .24 | .28 | .34 | .38 | .45 |
| 1½, black | .11 | .17 | .17 | .17 | .20 | .24 | .29 | .33 | .40 |
| 1½, galv. | .17 | .29 | .29 | .29 | .32 | .38 | .45 | .52 | .60 |
| 2, black | .21 | .35 | .35 | .35 | .39 | .46 | .54 | .60 | .75 |
| 2, galv. | .27 | .47 | .47 | .47 | .52 | .61 | .68 | .75 | .95 |

| No. | Each | 2-cell | 3-cell | 4-cell |
|---|--------|--------------------------|--------|--------|
| No. 6961 each..... | \$.75 | No. 2619 each..... | 1.70 | |
| No. 6962 each..... | 1.00 | No. 2616 each..... | 1.50 | |
| No. 1991 each..... | 1.35 | No. 2680 each..... | 1.35 | |
| No. 2604 each..... | 1.30 | No. 2683 each..... | 2.40 | |
| No. 2681 each..... | 1.50 | No. 2684 each..... | 2.00 | |
| No. 2682 each..... | 1.75 | No. 2689 each..... | 3.00 | |
| Kwik-lite Flashlights, Complete with Battery— | | | | |
| Fibre Tubulars | | 6241 Reg. 2-cell..... | 1.50 | |
| No. 5220 Baby 2-cell..... | \$1.00 | 6843 Reg. 3-cell..... | 1.75 | |
| 5221 Reg. 2-cell..... | 1.20 | 6249 Miners' 2-cell..... | 2.00 | |
| 5223 Reg. 3-cell..... | 1.40 | 6351 Miners' 3-cell..... | 2.40 | |
| 5229 Miners' 2-cell..... | 1.50 | Metal Vest Pocket | | |
| 5381 Miners' 3-cell..... | 1.70 | 3475 2-cell (Vest)..... | 1.06 | |
| Metal Tubulars | | 3577 3-cell (Vest)..... | 1.20 | |
| 6240 Baby 2-cell..... | 1.25 | 3579 3-cell (Coat)..... | 1.70 | |
| Kwik-lite Sealless Cell Flashlight Batteries— | | | | |
| No. 1203 2-cell Baby Tubular..... | \$.30 | | | |
| No. 1202 2-cell Reg. Tubular..... | .30 | | | |
| No. 1301 3-cell Reg. Tubular..... | .40 | | | |
| No. 1204 2-cell Penlite..... | .25 | | | |
| No. 1206 2-cell Vest Pocket..... | .30 | | | |
| No. 1207 2-cell Vest Pocket..... | .30 | | | |
| No. 1308 3-cell Vest Pocket..... | .35 | | | |
| No. 1809 3-cell Coat Pocket..... | .35 | | | |

FROES—Special— Each, 12-in., \$1.65; 14-in., \$1.75; 16-in.,
 \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.85; 16-in.,
 \$1.50.

FURNACES—(See Pots)

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

| GATES—Molasses— | Stebbins | Perf. |
|-----------------|----------|----------|
| 2 | \$.45 | % \$.90 |
| 3 | .50 | 1 1.00 |
| 4 | .60 | 1½ 1.25 |
| 5 | .65 | 1¾ 1.40 |
| 6 | .75 | 2 1.85 |

GARBAGE CANS—(See Cans)

GLUE—Dry—X. X. White, 85c lb.; White, 70c lb.; Dark,
 60c lb. Lepages—1 oz., 10c each; ½ Gill, 20c; Gill, 25c;
 ½ Pt., 35c; Pt., 65c; Qt., \$1.05; ½ Gal., \$1.90; Gal.,
 \$3.65.

GLASSES—

| Ground Level— | | Proved Level— | |
|---------------|-------|---------------|-------|
| 1% | \$.50 | 1% | \$.10 |
| 2 | .60 | 2 | .10 |
| 2½ | .65 | 2½ | .15 |
| 3 | .70 | 3 | .15 |
| 3½ | .75 | 3½ | .20 |

Gauge Glasses 40% off list.

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carb. and all 1st grade—No. 1, 4-in., \$4.25;
 No. 2, 5-in., \$5.75; No. 3, 6-in., \$8.00; No. 4, 7-in., \$11.

GRINDSTONES—Mounted. Wood Frame, No. 1, \$8.00 each;
 No. 2, \$8.50 each; Angle Steel Frame, \$8.00; Tubular
 Steel Frame, \$8.50. Harvest King (Power), \$12.50; Loose,
 4c lb.

GAUGES—Butt—

| | | | |
|---------------|--------|--------------|------|
| No. 98 | \$1.15 | No. 71 | .55 |
| No. 94 | 1.35 | No. 77 | 1.00 |
| No. 95 | 1.25 | No. 90 | .50 |
| No. 95½ | 1.00 | No. 91 | .90 |

Marking

| | | | |
|--------------|-----|--------------|------|
| No. 61 | .15 | No. 92 | 1.50 |
| No. 64 | .35 | No. 97 | .75 |
| No. 65 | .75 | No. 98 | 1.00 |

HAMMERS AND SLEDGES—

| | | |
|---------------------|--------------|-----|
| Adze Eye, 1st Grade | No. 4 | .95 |
| 10 | No. 3 | .90 |
| 11 | No. 2 | .85 |
| 11½ | No. 1 | .80 |
| 12 | No. 0 | .75 |
| 13 | Stone Hammer | |
| P-U-B-E-E | N. | |

Ball Pein, First Grade.

| | | | |
|-------------|------|---------------------------|---------|
| 3 lb. | 1.75 | Stone Hammer | No. 710 |
| 2½ lb. | 1.55 | 3 to 4 lb., per lb. | .85 |
| 1½ lb. | 1.35 | 4 to 12 lb., per lb. | .25 |
| 1½ lb. | 1.25 | 5 to 20 lb., per lb. | .30 |

Striking Hammers—
 Long Pat. 750

| | | | |
|----------------|------|---------------------------|---------------|
| 1 lb. | 1.10 | 3 to 4 lb., per lb. | .80 |
| 10 ounce | .90 | 5 to 20 lb., per lb. | .25 |
| 13 oz. | 1.00 | B. S. Sledge | No. 830 |
| 7 ounce | .85 | No. 840 | .25 |
| 5 ounce | .85 | Stone Sledge | .25 |
| 2 ounce | .80 | Coal Sledge | .25 |

Riveting, 1st Grade

No. 5

HANDLES—Axe—

| | | | |
|------------------------|-----|---------------------|------------------------|
| Sing. Bit, Shaved..... | 50c | Machine | Sizes 12-13-14..... |
| Sing. Bit, Oval..... | 35c | Hatchet— | Sizes 13-14-15-16..... |
| Dbie. Bit, Shaved..... | 50c | Peavy | 4 foot..... |
| Dbie. Bit, Oval..... | 35c | Hickory, 2½x4, each | .75 |
| Boys, Shaved..... | 35c | Hickory 4½..... | .80 |
| Boys, Oval..... | 25c | Hickory 2½x4½..... | .85 |

| | | | |
|------------------|-----|--------------------|------|
| Chisel— | | Hickory, 5..... | .90 |
| Leather Tip..... | .10 | Hickory 2½x4½..... | 1.00 |
| Hammer—A. E. | | Hickory, 5..... | 1.05 |
| 1st Quality | | Hickory 8x5..... | 1.15 |

Sizes 12-13-14.....

Peavy.....

Maple, 2½x4.....

Maple, 4½.....

Maple, 2½x4½.....

Maple, 5.....

Maple, 2½x4½.....

Maple, 5.....

Maple, 8x5.....

Pick—Drift.....

No. 1, each.....

No. 2, each.....

Hand Saw Handles—

Diston No. 7, each.....

Diston No. 8.....

Diston No. 12.....

Sledge—

Shaved, 30-inch, each.....

Oval, 30-inch.....

Saw—Cross Cut—

No. 112 Diston.....

No. 113 Diston.....

No. 114 Diston.....

No. 120 Diston.....

Reversible Guard.....

Simonds.....

No. 6 Simonds.....

No. 24 Atkins.....

One man, sup.

HATCHETS—

Lath, 1 Plumb.....

Lath, 2 Plumb.....

Underhill Regular.....

Underhill Boston Pat.....

Underhill, St. Paul.....

141 Sayre.....

140 Sayre.....

Flooring, 1 Plumb.....

White.....

Broad 1 Plumb.....

Broad 2 Plumb.....

Bench—(Single or

Double Bevel)

8 White.....

7 White.....

6 White.....

5 White.....

4 White.....

Claw 1 Plumb.....

Claw 2 Plumb.....

Claw 3 Plumb.....

Shingling 1 Plumb.....

Shingling 2 Plumb.....

RETAIL SELLING PRICE—Continued.

HATCHETS—Continued.

| | |
|-----------------------|------|
| Broad 3 Plumb..... | 2.00 |
| Broad 4 Plumb..... | 2.25 |
| Broad 5 Plumb..... | 2.50 |
| Shingling 3 Plumb.... | 1.80 |

HINGES & BUTTS (Screws Included)—

| No. 900 Lt. Strap Hinges. | Pr. | Ds. Pr. |
|---------------------------|--------|---------|
| 3-inch..... | \$.20 | \$ 1.75 |
| 4-inch..... | .25 | 2.10 |
| 5-inch..... | .30 | 2.15 |
| 6-inch..... | .35 | 2.90 |
| No. 985 Cor. Strap Hgs. | Pr. | Ds. Pr. |
| 4-inch..... | .25 | \$ 2.40 |
| 5-inch..... | .35 | 3.75 |
| 6-inch..... | .40 | 4.00 |
| 8-inch..... | .60 | 5.60 |
| 10-inch..... | .90 | 9.50 |
| 12-inch..... | 1.35 | 13.00 |

| No. 904 Lt. Tee Hinges. | Pr. | Ds. Pr. |
|--------------------------|--------|---------|
| 3-inch..... | \$.15 | \$ 1.75 |
| 4-inch..... | .20 | 1.90 |
| 5-inch..... | .20 | 2.10 |
| 6-inch..... | .25 | 2.40 |
| No. 987 Cor. Tee Hinges. | Pr. | Ds. Pr. |
| 4-inch..... | .35 | \$ 3.00 |
| 5-inch..... | .40 | 3.40 |
| 6-inch..... | .60 | 5.00 |
| 8-inch..... | .75 | 8.00 |
| 10-inch..... | 1.20 | 12.75 |
| 12-inch..... | 1.75 | 17.00 |

| No. 888 Butts. | Pr. | Ds. Pr. |
|----------------|--------|---------|
| ¾-inch..... | \$.10 | \$.75 |
| 1-inch..... | .10 | .85 |
| 1¼-inch..... | .10 | .95 |
| 1½-inch..... | .10 | 1.05 |
| 1¾-inch..... | .15 | 1.20 |
| 2-inch..... | .15 | 1.30 |
| 2¼-inch..... | .15 | 1.45 |
| 2½-inch..... | .20 | 1.60 |
| 2¾-inch..... | .20 | 1.85 |
| 3-inch..... | .20 | 2.15 |
| 3½-inch..... | .25 | 2.50 |

| No. 840. | Pr. | Ds. Pr. |
|--------------|--------|---------|
| 1¼-inch..... | \$.15 | \$ 1.45 |
| 1½-inch..... | .15 | 1.60 |
| 2-inch..... | .15 | 1.65 |
| 2¼-inch..... | .20 | 1.80 |
| 2½-inch..... | .20 | 2.00 |
| 2¾-inch..... | .20 | 2.10 |
| 3-inch..... | .25 | 2.20 |

| No. 781½. | Cont. | Ret. |
|---------------|--------|--------|
| 2½x2½-in..... | \$.40 | \$.45 |
| 3x3-in..... | .40 | .45 |
| 3½x3½-in..... | .40 | .45 |
| 4x4-in..... | .50 | .55 |
| 4½x4½-in..... | .75 | .85 |
| 5x5-in..... | .95 | 1.05 |
| 5½x5½-in..... | 1.25 | 1.35 |

| No. 788. | Cont. | Ret. |
|---------------|--------|--------|
| 2½x2½-in..... | \$.40 | \$.45 |
| 3x3-in..... | .40 | .45 |
| 3½x3½-in..... | .40 | .45 |
| 4x4-in..... | .50 | .55 |
| 4½x4½-in..... | .75 | .85 |
| 5x5-in..... | 1.00 | 1.10 |
| 5½x5½-in..... | 1.35 | 1.35 |
| 6x6-in..... | 1.40 | 1.50 |

| No. 841 F&D2. | Cont. | Ret. |
|---------------|--------|--------|
| 2½x2½-in..... | \$.40 | \$.45 |
| 3x3-in..... | .40 | .45 |
| 3½x3½-in..... | .40 | .45 |
| 4x4-in..... | .55 | .65 |
| 4½x4½-in..... | .80 | .95 |
| 5x5-in..... | 1.00 | 1.20 |
| 5½x5½-in..... | 1.30 | 1.50 |
| 6x6-in..... | 1.50 | 1.65 |

| No. 841 SF 2. | Cont. | Ret. |
|---------------|--------|--------|
| 2½x2½-in..... | \$.45 | \$.50 |
| 3x3-in..... | .45 | .50 |
| 3½x3½-in..... | .50 | .55 |
| 4x4-in..... | .60 | .65 |
| 4½x4½-in..... | .85 | .95 |
| 5x5-in..... | 1.05 | 1.15 |
| 5½x5½-in..... | 1.35 | 1.50 |

| No. 241 H&N. | Cont. | Ret. |
|---------------|--------|--------|
| 2½x2½-in..... | \$.50 | \$.55 |
| 3x3-in..... | .50 | .55 |
| 3½x3½-in..... | .50 | .55 |
| 4x4-in..... | .65 | .75 |
| 4½x4½-in..... | .90 | 1.00 |
| 5x5-in..... | 1.10 | 1.30 |
| 5½x5½-in..... | 1.35 | 1.50 |
| 6x6-in..... | 1.60 | 1.75 |

| | |
|------------------------|------|
| Half, 1 Plumb..... | 1.25 |
| Half, 2 Plumb..... | 1.80 |
| Barrel or Fruit Boxes— | |
| Sayre 400..... | 1.65 |
| Sayre 401..... | 1.50 |

| No. 160 F&D2. | Cont. | Ret. |
|---------------|--------|--------|
| 2½-in..... | \$.40 | \$.50 |
| 3-in..... | .45 | .55 |
| 3½-in..... | .55 | .65 |
| 4-in..... | .70 | .80 |
| 4½-in..... | .95 | 1.05 |

| No. 160 N. | Cont. | Ret. |
|------------|--------|--------|
| 2½-in..... | \$.45 | \$.50 |
| 3-in..... | .50 | .60 |
| 3½-in..... | .60 | .70 |
| 4-in..... | .65 | .75 |
| 4½-in..... | 1.00 | 1.15 |

| No. 160 S F2. | Cont. | Ret. |
|---------------|--------|--------|
| 2½-in..... | \$.45 | \$.55 |
| 3-in..... | .55 | .65 |
| 3½-in..... | .60 | .70 |
| 4-in..... | .70 | .80 |
| 4½-in..... | .90 | 1.00 |

| No. 165 F&D2. | Cont. | Ret. |
|---------------|--------|--------|
| 1½-in..... | \$.35 | \$.40 |
| 2-in..... | .40 | .45 |
| 2½-in..... | .45 | .50 |
| 3-in..... | .55 | .65 |
| 3½-in..... | .65 | .75 |
| 4-in..... | .80 | .95 |
| 4½-in..... | 1.20 | 1.35 |

| No. 165N&SF2. | Cont. | Ret. |
|---------------|--------|--------|
| 1½-in..... | \$.40 | \$.45 |
| 2-in..... | .45 | .50 |
| 2½-in..... | .50 | .55 |
| 3-in..... | .60 | .70 |
| 3½-in..... | .70 | .80 |
| 4-in..... | .80 | .90 |
| 4½-in..... | 1.30 | 1.30 |

| No. 295 F&D2. | Pr. | Ds. Pr. |
|---------------|--------|---------|
| 1½-in..... | \$.25 | \$ 2.90 |
| 2-in..... | .30 | 2.90 |
| 2½-in..... | .30 | 3.35 |
| 3-in..... | .40 | 4.00 |
| No. 295 SF2. | Pr. | Ds. Pr. |
| 1½-in..... | \$.30 | \$ 3.20 |
| 2-in..... | .35 | 3.70 |
| 2½-in..... | .35 | 4.00 |
| 3-in..... | .40 | 4.60 |

| No. 295 N. | Pr. | Ds. Pr. |
|------------|--------|---------|
| 1½-in..... | \$.35 | \$ 3.80 |
| 2-in..... | .40 | 4.20 |
| 2½-in..... | .45 | 4.60 |
| 3-in..... | .50 | 5.35 |

| No. 295 H. | Pr. | Ds. Pr. |
|------------|--------|---------|
| 1½-in..... | \$.30 | \$ 3.35 |
| 2-in..... | .35 | 3.65 |
| 2½-in..... | .40 | 4.00 |
| 3-in..... | .45 | 4.65 |

| No. 289 F&D2. | Pr. | Ds. Pr. |
|---------------|--------|---------|
| 2x2..... | \$.80 | \$ 3.20 |
| 2½x2..... | .80 | 3.35 |
| 2½x2½..... | .85 | 3.65 |
| 3x3..... | .45 | 4.80 |

| No. 289 SFD. | Pr. | Ds. Pr. |
|--------------|--------|---------|
| 2x2..... | \$.30 | \$ 3.35 |
| 2½x2..... | .35 | 3.55 |
| 2½x2½..... | .35 | 3.65 |
| 3x3..... | .45 | 4.90 |

| No. 289 N. | Pr. | Ds. Pr. |
|------------|--------|---------|
| 2x2..... | \$.40 | \$ 4.60 |
| 2½x2..... | .45 | 4.75 |
| 2½x2½..... | .45 | 4.90 |
| 3x3..... | .55 | 6.00 |

| No. 289 H. | Pr. | Ds. Pr. |
|--------------------|--------|---------|
| 2x2..... | \$.80 | \$ 3.35 |
| 2½x2..... | .40 | 4.25 |
| 2½x2½..... | .40 | 4.40 |
| 3x3..... | .50 | 5.60 |
| 1430 F&D2 Hgs..... | .85 | 4.00 |
| 1480 N..... | .40 | 4.35 |
| 1431 F&D2..... | .25 | 2.50 |
| 1431 SF2&N..... | .25 | 2.80 |
| 1478 F&D2..... | .25 | 2.50 |
| 1478 SF2&N..... | .25 | 2.80 |
| 1480 F&D2..... | .25 | 2.30 |
| 1480 SF2&N..... | .25 | 2.80 |

| | | | | | |
|--------------------|-----|------|-------------------|-----|------|
| 1475 F&D2..... | .20 | 2.30 | 1474 F&D2, 2..... | .30 | 2.80 |
| 1475 SF2&N..... | .25 | 2.80 | 1474 SF2, 1½..... | .35 | 2.80 |
| 1474 F&D2, 1½..... | .25 | 2.40 | 1474 SF2, 2..... | .35 | 2.60 |

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

HODS—Coal—

| Open Japanned— | 15 | 16 | 17 | 18 | 20 | Open Galvanized | 15 | 16 | 17 | 18 | 20 |
|----------------|--------|-----|-----|-----|-----|-----------------|--------|-----|------|------|------|
| ..... | \$ .50 | .60 | .70 | .75 | .90 | ..... | \$ .75 | .95 | 1.10 | 1.35 | 1.50 |

HOOKS—Bright.

| No. | Dos. | No. | Dos. |
|---------|--------|----------|--------|
| 0..... | \$.85 | 104..... | \$.45 |
| 1..... | .75 | 105..... | .35 |
| 2..... | .65 | 106..... | .35 |
| 3..... | .55 | 107..... | .30 |
| 4..... | .45 | 108..... | .15 |
| 5..... | .35 | 109..... | .15 |
| 6..... | .25 | 110..... | .15 |
| 7..... | .20 | 111..... | .15 |
| 8..... | .15 | 112..... | .10 |
| 9..... | .15 | 113..... | .10 |
| 10..... | .15 | 114..... | .10 |
| 11..... | .15 | | |
| 12..... | .15 | | |
| 13..... | .10 | | |
| 14..... | .10 | | |

Gross—60% Discount from List.

| Brass No. 1412— | Dos. | 1½, 2 for 5c..... | Dos. |
|-----------------|--------|--------------------|--------|
| ..... | \$ .20 | ..... | \$ .35 |
| 1..... | .20 | 1½..... | .40 |
| 2..... | .20 | 1½..... | .50 |
| 3..... | .25 | 1½, 2 for 15c..... | .75 |
| 4..... | .30 | 2, 2 for 15c..... | .85 |

Brass Cup No. 181—

| No. | Dos. | 1, 2 for 5c..... | Dos. |
|--------|--------|--------------------|--------|
| ..... | \$ .20 | ..... | \$ .30 |
| 1..... | .20 | 1½..... | .40 |
| 2..... | .20 | 1½..... | .50 |
| 3..... | .20 | 1½, 2 for 15c..... | .75 |
| 4..... | .25 | 2, 2 for 15c..... | .85 |

SCREW EYES—Bright

| No. | Dos. | No. | Dos. |
|----------|---------|----------|--------|
| 000..... | \$ 1.70 | 104..... | \$.20 |
| 00..... | 1.25 | 105..... | .25 |
| 0..... | .70 | 106..... | .20 |
| 1..... | .55 | 107..... | .15 |
| 2..... | .60 | 108..... | .15 |
| 3..... | .40 | 109..... | .15 |
| 4..... | .30 | 110..... | .10 |
| 5..... | .25 | 111..... | .10 |
| 6..... | .20 | 112..... | .10 |
| 7..... | .15 | 113..... | .05 |
| 8..... | .15 | 114..... | .05 |
| 9..... | .15 | | .05 |
| 10..... | .10 | | |
| 11..... | .10 | | |
| 12..... | .10 | | |
| 13..... | .05 | | |
| 14..... | .05 | | |

Gross lots or full packages, 60% discount from list.

| Brass— | No. | Dos. | No. | Dos. |
|--------|------|---------|------|---------|
| ..... | 1001 | \$ 2.85 | 1104 | \$ 1.50 |
| | 1002 | 2.40 | 1105 | 1.80 |
| | 1003 | 1.85 | 1106 | 1.05 |
| | 1004 | 1.50 | 1107 | .80 |
| | 1005 | 1.30 | 1108 | .75 |
| | 1006 | 1.05 | 1109 | .50 |
| | 1007 | .80 | 1110 | .45 |
| | 1008 | .75 | 1111 | .35 |
| | 1009 | .50 | 1112 | .30 |
| | 1010 | .45 | 1113 | .25 |
| | 1011 | .35 | 1114 | .20 |
| | 1012 | .30 | | |
| | 1013 | .25 | | |
| | 1014 | .20 | | |

Gross lots or full packages, 50% discount from list.

| HOOKS AND EYES—Gate. | No. | Dos. | No. | Dos. |
|----------------------|-----------------|--------|-------------------|--------|
| ..... | No. 40, 1½..... | \$.25 | No. 1040, 1½..... | \$.15 |
| | No. 40, 2..... | .30 | Brass, 2..... | .20 |
| | No. 40, 2½..... | .40 | 2½..... | .25 |
| | No. 40, 3..... | .45 | 3..... | .25 |
| | No. 40, 3½..... | .50 | 3½..... | .80 |
| | No. 40, 4..... | .60 | 4..... | .85 |
| | No. 40, 4½..... | .65 | | |
| | No. 40, 5..... | .75 | | |
| | No. 40, 6..... | .90 | | |

Gross Lots 60% off List.

| IRON—Bars Small Lots. | (Cutting Extra) | Common Bar..... | .06 lb. Base |
|-----------------------|-----------------|--|--------------|
| | | Angle Iron, ½-inch..... | .10 |
| | | Angle Iron, ¾-inch..... | .08 |
| | | Angle Iron, 1-inch and heavier..... | .07% |
| | | Rd., sq. and sq. twisted— | |
| | | ¾-inch and smaller..... | 7.50 |
| | | 5-16-inch..... | 7.00 |
| | | ¾ to 2½-inch..... | 6.50 |
| | | 3-inch and larger..... | 7.50 |
| | | Flats, all sizes..... | 6.50 |
| | | UNIVERSAL PLATES—Mild Steel Bars. | |
| | | ¾-inch and thicker and wider than 6-inch.... | 9.25 |

RETAIL SELLING PRICE—Continued.

SHEETS—Galvanized, Full Sheets—10 to 16, 12½c lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Ptd., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.

ICE TOOLS—
No. 315 Plow, 8-in. \$40.00
No. 316 Plow, 10-in. 47.50
No. 317 Plow, 12-in. 54.00
No. 320 Plow, 8-in. 42.50
No. 321 Plow, 10-in. 50.00
No. 322 Plow, 12-in. 57.00
No. 456 Splitting Chisel 4.75
No. 495 5.35
No. 520 Ice Hooks, 4-ft. 1.35
4½-ft. 1.40
5-ft. 1.50
6-ft. 1.65
No. 1 Ice Tonge V & B. 1.75
No. 2 2.00
No. 3 2.25
No. 540, 18-inch 2.00
14½-inch 2.15
16½-inch 2.25
Pond Ice Saws—Tiller Handle.
4½-foot 5.75
5-foot 6.25
5½-foot 6.75

JACKS—Bell Bottom, Net List.
Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

KNIVES—Hay—Lightning \$1.85; Iwan Sickie, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Oora—Oorn King, 40c; No. 13 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c doz.

LACING—Belt—

| Leather | Bristol |
|-----------------------------|----------------------------|
| Size ¼, per ft. \$.08 | 111, per inch \$.01½ |
| Size 5-16 per ft. .... .08 | 112, per inch .... .02 |
| Size ¾, per ft. .... .04 | 113, per inch .... .02½ |
| Size ¾, per ft. .... .05 | 114, per inch .... .08 |
| Size ¾, per ft. .... .06 | Wire— |
| Size ¾, per ft. .... .08 | No. 1, box 50 ft. .... .60 |
| | No. 2 ..... .65 |

LADDERS—Extension, per ft., 30c; Step, common, per ft., 20c; best, per ft., 50c.

LANTERN GLOBES—

| | |
|--------------------------|----------------------------|
| No. 0 \$.20 | No. 2 O. B. Ruby... \$.50 |
| No. 0 Ruby ..... .45 | No. 2 Ruby Short... .50 |
| No. 2 O. B. .... .30 | Diets Jr. .... .50 |
| No. 2 O. B. Short... .30 | 39 R. R. .... .35 |

LANTERNS—No. 0 each, \$1.10; No. 1 C. B., \$1.25; No. 2 C. B., \$1.75; N. S., \$1.75.

LEAD—White—12½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LETTERS—Steel—

| Each | Set | Each | Set |
|----------------|---------|----------------|------|
| ¼ \$.25 | \$ 3.75 | ¾ ..... .15 | 2.75 |
| ½ ..... .40 | 6.00 | 8-16 ..... .15 | 3.25 |
| ¾ ..... .60 | 10.50 | | |

LEVELS—

| | |
|--------------------|-----------------------------|
| No. 0 \$1.25 | No. 103 ..... .75 |
| No. 5 ..... .25 | No. 36-12-inch \$2.00 |
| No. 10 ..... .25 | No. 36-18-inch 2.50 |
| No. 15 ..... .25 | No. 36-24-inch 2.85 |
| No. 25 ..... .30 | No. 37-12-inch 3.00 |
| No. 30 ..... .25 | No. 37-18-inch 3.50 |
| No. 90 ..... .35 | No. 37-24-inch 4.00 |
| No. 93 ..... .35 | No. 84 1.35 |
| No. 95 ..... .55 | No. 4524 4.00 |
| No. 96 ..... .70 | No. 4424 5.50 |

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LINE—Clothes—

| Length | 50 | 75 | 100 |
|-------------------------------|--------|--------|-----|
| No. 9 Wire, each \$.50 | \$.60 | \$.75 | |
| Twisted No. 30 ..... .80 | .35 | .40 | |
| Cable No. 15 ..... .65 | .80 | | |
| Cotton ¼-inch ..... .50 | | | |

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

OAR LOCKS—2-in., per pair 40c; 2½-in., per pair 60c; 2½-in., per pair, 70c.

MATS—Reg. Cocos—

| | |
|-------------------------|--------------------------|
| Door 14x24 \$.90 | Door 22x36 2.00 |
| Door 16x27 1.25 | Medium, 16x27 1.50 |
| Door 18x30 1.40 | Medium, 18x30 2.25 |
| Door 20x33 1.85 | |

MATLOCKS—Handles Extra—

| | |
|------------------------------|------------------------------|
| Pick \$1.50 | 6-lb. long or short ctr 1.50 |
| 5-lb. long or short ctr 1.40 | Grub Hoes, No. 2 1.25 |

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, \$20, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Older—

| | |
|----------------------|-------------------------|
| Junior \$25.00 | Senior \$40.00 |
| Medium 30.00 | Forces Feed 18.00 |

MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70 or Janitor's, 65c each.

MOPS—Slasher

| | Cotton |
|---------------------------|---------------------------|
| 15 oz., each \$.75 | 15 oz., each \$.75 |
| 18 oz., each ..... .85 | 18 oz., each ..... .85 |
| 21 oz., each 1.00 | 21 oz., each 1.00 |

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80.

| 100 lbs. to Keg price. 1 to 50 lb. | 50 to 99 lbs., add 50c per |
|------------------------------------|----------------------------|
| Cut Casing 2x3 \$.08 | Cut Casing 6x8 ..... .08 |
| Fine Bright ..... .08 | Galv. Felt ..... .15 |
| Common 2x3d ..... .08 | Galv. Boat ..... .12 |
| Common 4x5d ..... .08 | Clout— |
| Common 6x7d ..... .07 | Bulk, lb. .... .30 |
| Common 8 to 60d ..... .07 | ¼ lb. Papers, ea. .... .30 |
| Casing 2x3d ..... .08 | Cigar Box— |
| Casing 4x5d ..... .08 | Bulk, lb. .... .30 |
| Casing 6 to 20d ..... .08 | 1 lb. Papers, ea. .... .35 |
| Finishing 2x3d ..... .10 | ¼ lb. .... .30 |
| Finishing 4x5d ..... .08 | ¾ lb. .... .15 |
| Finishing 6 to 20d ..... .08 | Trunk— |
| Smooth Box 4 to 6d ..... .08 | Bulk, lb. .... .30 |
| Smooth Box 8 to 20d ..... .08 | 1 lb. Papers, ea. .... .35 |
| Barb Box 4 to 5d ..... .08 | ¾ lb. .... .30 |
| Barb Box 6 ..... .08 | ¾ lb. .... .15 |
| Barb Box 8 to 20d ..... .08 | Horseshoe— |
| Barb Roof ¾ to 1 ½ ..... .10 | Capwell, lb. .... .30 |
| Barb Roof 1 to 1 ½ ..... .10 | Northwestern ..... .30 |
| Plaster Board ..... .10 | Union ..... .35 |
| O. C. Box ..... .10 | |

NETTING—Poultry—

| No. 19, 2-inch Mesh— | No. 20, 1-inch Mesh— |
|-----------------------|-----------------------|
| 12-inch \$ 2.48 | 12-inch \$ 4.95 |
| 18-inch 3.56 | 18-inch 7.12 |
| 24-inch 4.54 | 24-inch 9.08 |
| 30-inch 5.42 | 30-inch 10.82 |
| 36-inch 6.19 | 36-inch 12.88 |
| 48-inch 8.25 | 48-inch 16.50 |
| 60-inch 10.32 | 60-inch 20.68 |
| 72-inch 12.38 | 72-inch 24.75 |

Full Rolls, 20% off list.
Less than 100 feet, 25%

Union Lock—Light

| | |
|--------------------|------------------|
| 24 in. \$2.50 | 48 in. 5.25 |
| 36 in. 4.50 | 60 in. 6.25 |
| | 72 in. 7.00 |

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NUTS—Hot Pressed—

| Blank | Threaded |
|---------------------|---------------------|
| ¼ inch \$.35 | ¼ inch \$.27 |
| 5-16 inch ..... .23 | 5-16 inch ..... .25 |
| ¾ inch ..... .30 | ¾ inch ..... .22 |
| 7-16 inch ..... .19 | 7-16 inch ..... .21 |
| ¾ inch ..... .17 | ¾ inch ..... .19 |
| 9-16 inch ..... .17 | ¾ inch ..... .18 |
| ¾ inch ..... .16 | ¾ inch ..... .18 |
| ¾ inch ..... .16 | ¾ inch ..... .17 |
| ¾ inch ..... .15 | 1 inch ..... .17 |
| 1 inch ..... .15 | |

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OIL—Boiled Linseed, \$1.60 -al.

OILERS—Chase's Zinc—

| 00 | Copperized Steel— |
|----------------|-------------------|
| 0 \$.10 | 13 \$.30 |
| 1 ..... .15 | 14 ..... .35 |
| 1½ ..... .15 | 14B ..... .40 |
| 2 ..... .20 | 15A ..... .45 |
| 3 ..... .25 | 16 ..... .50 |
| 4 ..... .30 | |
| 5 ..... .35 | |

Cannon Pump—

| Brass | Tin |
|---------------------|--------------------|
| No. 11 \$1.65 | No. 1 \$1.00 |
| No. 12 1.75 | No. 2 1.15 |
| No. 13 2.00 | No. 3 1.35 |

Felloe—

| | |
|--------------------|------------------|
| No. 3 \$1.75 | No. 5 2.00 |
| No. 4 1.85 | No. 6 2.15 |

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Standa. No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PANS—Acme Frying—

| | |
|---------------------------|--------------------------|
| No. 00, each \$.15 | No. 4, each \$.40 |
| No. 0, each ..... .25 | No. 5, each ..... .45 |
| No. 1, each ..... .30 | No. 6, each ..... .50 |
| No. 2, each ..... .35 | No. 7, each ..... .60 |
| No. 3, each ..... .35 | |

RETAIL SELLING PRICE—Continued.

PAPER—Building—

P & B

| | |
|-----------------|--------|
| No. 1—500..... | \$2.00 |
| No. 1—1000..... | 8.90 |
| No. 2—500..... | 2.95 |
| No. 2—1000..... | 5.75 |
| No. 3—500..... | 4.00 |
| No. 3—1000..... | 7.70 |

Red Resin—

| | |
|------------|--------|
| 17 lb..... | \$1.15 |
| 20 lb..... | 1.40 |

Sandpaper—

| | |
|----------------------------|--------|
| No. 00-0-1, quire.. | \$.60 |
| No. 1, quire..... | .65 |
| Less Quantities, 8 for 10c | |

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12, Blue and White striped, \$1.50.

PEAVIES—

| | —Socket— | —Bangor— |
|---------------------|----------|----------|
| | Maple | Hickory |
| 2 1/4 x 4 | \$2.50 | \$2.75 |
| 4 1/4 | 2.75 | 2.85 |
| 2 1/4 x 4 1/2 | 2.75 | 2.85 |
| 5 | 2.75 | 2.85 |
| 2 1/4 x 4 1/2 | 8.00 | 8.25 |
| 5 | 8.00 | 8.25 |
| 3x5 | 8.15 | 8.50 |

PICKS—Drifting—Each, 3-lb., \$1.00; 4-lb., \$1.15; 4 1/2-lb., \$1.25; 5-lb., \$1.40. Railroad—5-lb., \$1.25; 6-lb., \$1.35; 7-lb., \$1.50; 8-lb., \$1.75. Contractors—6 1/2-lb., \$1.65; 8-lb., \$1.65.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE—Stove.

| | Com. | Pol. | Galv. | Tee Com. |
|----------------------------------|--------|--------|--------|----------|
| 3 | \$.80 | \$.45 | \$.55 | |
| 4 | .80 | .45 | .60 | |
| 5 | .80 | .55 | .65 | \$.70 |
| 6 | .80 | .55 | .70 | .80 |
| 7 | .85 | .70 | .85 | .95 |
| 7-6 or 6-7 Com., 40c; Pol., 70c. | | | | |
| 6-5 or 5-6 Com., 40c; Pol., 70c. | | | | |

PIPE—

| | Standard Black | Galvanized |
|-------------|----------------|-------------|
| | Full Length | Full Length |
| 1/4 | \$ 6.75 | \$ 8.00 |
| 1/2 | 6.50 | 7.50 |
| 3/4 | 6.50 | 7.50 |
| 1 | 8.00 | 9.00 |
| 1 1/4 | 9.75 | 10.75 |
| 1 1/2 | 14.00 | 15.00 |
| 1 3/4 | 19.00 | 21.00 |
| 2 | 22.50 | 24.00 |
| 2 1/2 | 30.00 | 32.00 |
| 3 | 50.00 | 58.00 |
| 3 1/2 | 67.00 | 70.00 |
| 4 | 89.00 | 92.00 |
| 4 1/2 | 105.00 | 108.00 |

Out Length, 10% extra.

Pipe Conductor—Corrugated

| | | | |
|---------------------|------------|---------------------|--------|
| 2 inch, per ft..... | \$.13 1/2 | 4 inch, per ft..... | \$.19 |
| 3 inch, per ft..... | .15 | 5 inch, per ft..... | .34 |

PITCH—Asphaltum—5-lb. can, 85c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; 1/4 Bbl., \$4.50; Bbls., \$8.00.

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

PLANES—

| | | | | | | | |
|--------------|--------|--------------|--------|--------------|--------|---------------|------|
| 1 | \$2.10 | 28 | \$2.00 | 72 | 8.00 | 180 | 1.15 |
| 2 | 2.65 | 24 | 2.00 | 73 1/2 | 4.65 | 181 | 2.00 |
| 3 | 2.75 | 25 | 1.90 | 74 | 7.00 | 140 | 2.00 |
| 4 | 3.00 | 26 | 2.25 | 75 | .60 | 146 | 8.00 |
| 4 1/2 | 3.50 | 27 | 2.50 | 76 | 2.25 | 147 | 8.00 |
| 5 | 3.50 | 27 1/2 | 2.50 | | | 148 | 8.00 |
| 5 1/2 | 4.00 | 28 | 2.65 | SORAPERS— | | 180 | 1.75 |
| 6 | 4.50 | 29 | 2.75 | 80 | 1.25 | 181 | 1.75 |
| 7 | 5.00 | 30 | 3.00 | 81 | 2.00 | 182 | 1.75 |
| 8 | 6.00 | 31 | 3.25 | 82 | 1.50 | 190 | 1.85 |
| 9 1/2 | 1.50 | 32 | 3.35 | 83 | 1.50 | 191 | 1.85 |
| 9 3/4 | 1.75 | 33 | 3.35 | | | 192 | 1.85 |
| 10 | 4.25 | 34 | 3.50 | PLANES— | | 220 | 1.10 |
| 10 1/2 | 3.50 | 35 | 2.50 | 85 | 3.50 | 289 | 2.75 |
| 11 | 3.00 | 36 | 2.75 | 87 | 2.75 | 340 | 2.35 |
| 11 1/2 | 4.25 | 37 | 2.85 | 90 | 2.75 | 444 | 7.50 |
| 12 | 3.35 | 39 | 2.25 | 92 | 2.75 | 602 | 8.00 |
| 12 1/2 | 4.50 | 40 | 1.65 | 93 | 3.35 | 603 | 3.25 |
| 13 | 4.25 | 40 1/2 | 2.00 | 94 | 3.85 | 604 | 3.50 |
| 15 | 1.50 | 45 | 9.50 | 97 | 3.00 | 604 1/2 | 4.00 |
| 15 1/2 | 1.90 | 46 | 7.50 | 98 | 1.40 | 605 | 4.00 |
| 16 | 1.65 | 47 | 5.50 | 99 | 1.40 | 605 1/2 | 4.25 |
| 17 | 1.85 | 48 | 8.75 | 100 | .40 | 606 | 5.00 |
| 18 | 1.75 | 49 | 3.75 | 101 | .35 | 607 | 5.75 |
| 19 | 1.85 | 50 | 6.00 | 102 | .60 | 608 | 6.75 |
| 20 | 5.65 | 55 | 17.50 | | | Stanley | |
| 20 1/2 | 5.00 | 57 | 5.50 | | | Single | |
| 21 | 2.00 | 60 | 1.65 | 1 1/4 | \$.35 | Double | |
| 22 | 2.00 | 60 1/2 | 1.50 | 1 1/2 | .40 | | |
| 61 | 1.50 | 103 | .75 | 1 3/4 | .40 | | |
| 73 | 3.85 | 104 | 2.85 | 2 | .45 | | .70 |

PLANES—Continued.

| | | | | | | |
|----------------------------------|------|-----------|------|-------------|-----|------|
| 65 | 1.90 | 105 | 3.25 | 2 1/4 | .50 | .75 |
| 65 1/2 | 1.65 | 110 | .85 | 2 1/2 | .50 | .80 |
| 71 | 2.85 | 113 | 4.25 | 2 3/4 | .55 | .85 |
| 71 1/2 | 2.35 | 120 | 1.10 | 2 3/4 | .55 | .85 |
| Stanley 100 & 101 | | | | | | .20 |
| Stanley 102 & 103 | | | | | | .20 |
| Stanley 110 & 130 | | | | | | .20 |
| Stanley 122 & 220 | | | | | | .30 |
| Stanley 140 | | | | | | .35 |
| Stanley 10 & 10 1/2 Single | | | | | | .75 |
| Stanley 10 & 10 1/2 Double | | | | | | 1.25 |
| Stanley 12 & 112 | | | | | | .35 |
| Stanley 12 & 112 Toothing | | | | | | .55 |
| Stanley 9 1/2 & 9 3/4 | | | | | | .80 |
| Stanley 15, 16, 17, 18, 19 | | | | | | .80 |
| Stanley 60 & 65 | | | | | | .80 |

PLIERS—

| | | | |
|-------------------------|------|----------------------------|--------|
| No. 102 Bernard's | 2.00 | Klein's Side Cutting | \$1.85 |
| 6 1/4 | 1.85 | 5 | 2.10 |
| 4 1/4 | 1.65 | 6 | 2.35 |
| 5 1/2 | 2.25 | 7 | 2.65 |
| 7 1/2 | 2.25 | 8 | 3.25 |

PLUGS—Spark—\$1.00 each.

POLISH—

| | | | |
|-----------------|--------|----------------|--------|
| Brilliantshine— | | Liquid Veneer— | |
| 1/2 Pt. | \$.15 | 4 ounces..... | \$.25 |
| Pts. | .25 | 12 ounces..... | .50 |
| Qts. | .50 | Quarts | 1.00 |
| 1/2 Gal. | .85 | Gallon | 3.00 |
| Gal. | 1.25 | | |
| Rex— | | Qts. | .50 |
| 1/2 Pt. | \$.15 | 1/2 Gal. | .85 |
| Pts. | .25 | Gal. | 1.25 |

POTS—

| | | | |
|-----------------------------|---------|---------------|--------|
| Gasoline Fire— | | 8 Quart..... | 1.10 |
| 21 | \$ 3.60 | 10 Quart..... | 1.40 |
| 71 | 12.20 | 12 Quart..... | 1.50 |
| 72 | 9.35 | 16 Quart..... | 1.75 |
| 5 | 9.30 | Tin— | |
| 4 Watering Galvanized | \$.85 | 4 Quart | \$.55 |
| 4 Quart..... | \$.85 | 6 Quart..... | .65 |
| 6 Quart..... | 1.00 | 8 Quart..... | .85 |
| | | 10 Quart..... | 1.00 |

Watering Ptd.—1 qt., 80c; 2 qt., 85c; 3 qt., 50c.

PULLERS—Nail—Rex, \$1.45 each; Rex Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUTTY—Per lb., 10c.

RIVETS—

| | |
|---|--------|
| Iron Carriage—Round or Flat Head, per lb., 25c | |
| Tinners' | |
| 8 to 12 oz., per O. | \$.05 |
| 1 1/4 to 2 lb., per O. | .10 |
| 2 1/4 to 4 lb., per O. | .16 |
| Copper Brake Band— | |
| No. 6 to 8 | \$1.00 |
| Copper Rivets and Burrs— | |
| No. 8 1/2 lb. pa. | \$.45 |
| No. 10 1/2 lb. pa. | .45 |
| No. 12 1/2 lb. pa. | .50 |
| Copper Rivets Only— | |
| No. 8 1 lb. | .80 |
| Copper Burrs Only— | |
| No. 8 and 9 | \$1.10 |
| Copper and Burrs— | |
| No. 8 to 10 1/2 lb. pa. | .45 |
| Rivets and Burrs California Tire—1/4 and 5-16, per lb., 80c | |

ROOFING—Standard—1/2 ply square, \$1.75; 1 ply square, \$2.00; 2 ply square, \$2.50; 3 ply square, \$3.00.

ROPE—Manila—3-16 & 1/4 lots under 200 ft.; 5-16 to 1/4 lots under 100 ft.; 3/4 to 1-in. lots under 50 ft. All to be sold by measure.

| Size | Av. ft. | Sell | Sell |
|----------------------|---------|---------|--------------------------|
| | in lb. | per ft. | per lb. |
| 8-16 | 80 | 1 1/4 c | Over 200 ft. \$.50 |
| 1/4 | .55 | 1 1/2 c | Over 200 ft. .... .50 |
| 5-16 | .33 | 1 3/4 c | Over 100 ft. .... .50 |
| 8-8 | .27 | 2 1/4 c | Over 100 ft. .... .45 |
| 7-16 | .19 | 2 1/2 c | Over 100 ft. .... .45 |
| 1/2 | .18 | 3 1/4 c | Over 100 ft. .... .45 |
| 9-16 | .10 | 4 1/4 c | Over 100 ft. .... .45 |
| 1/2 | .8 | 5 c | Over 100 ft. .... .45 |
| 1/4 | .6 1/2 | 7 1/4 c | Over 100 ft. .... .45 |
| 1/8 | .4 | 10 c | Over 100 ft. .... .45 |
| 1 | .4 | 13 c | Over 100 ft. .... .45 |
| Larger | | | |
| Wire—20% above list. | | | |

RULES—

| No. | Price | No. | Price |
|--------------|------------|--------------|-----------|
| 8 | 378 | 82 | 386 |
| 5 | 808 | 82 1/2 | 388 |
| 7 | 762B | 83 | 171 |
| 17 | | 86 | 171 |
| 30 | | 86 1/2 | 872 |
| 30 1/2 | | 88 | 1.25 |
| 31 | | 89 | 2.75 |

RETAIL SELLING PRICES—Continued

RULES—Continued.

| | | | | | | |
|-----|-------|------|--------------------|-------|-------|--------|
| 40 | ..... | 3.35 | 08 | 8518 | ..... | .40 |
| 41 | ..... | .35 | 04 | 8514 | ..... | .50 |
| 42 | ..... | .40 | 05 | 8515 | ..... | .65 |
| 50 | ..... | .35 | 06 | 8516 | ..... | .75 |
| 51 | 851 | .30 | 08 | 8518 | ..... | 1.20 |
| 52 | 871 | .50 | 108 | 8618 | ..... | .50 |
| 53 | 861 | .30 | 104 | 8614 | ..... | .65 |
| 53½ | 861A | .65 | 105 | 8615 | ..... | .80 |
| 54 | 881 | .65 | 106 | 8616 | ..... | .90 |
| 57 | 488 | .50 | 108 | 8618 | ..... | 1.20 |
| 58 | ..... | .45 | 304 | ..... | ..... | .75 |
| 61 | 751 | .25 | 306 | ..... | ..... | 1.00 |
| 61½ | 750 | .25 | 308 | ..... | ..... | .60 |
| 62 | 781 | .60 | 304 | ..... | ..... | .80 |
| 62½ | 781O | 1.25 | 408 | ..... | ..... | .40 |
| 63 | 780 | .50 | 404 | ..... | ..... | .50 |
| 63½ | 761 | .80 | 405 | ..... | ..... | .60 |
| 64 | 760 | .30 | 406 | ..... | ..... | .70 |
| 64½ | 476 | .25 | 408 | ..... | ..... | .80 |
| 65½ | 8851 | .50 | 508 | 8851 | ..... | .50 |
| 66½ | 8851 | 1.00 | 504 | ..... | ..... | .60 |
| 68 | 651 | .30 | 505 | ..... | ..... | .75 |
| 69 | 465 | .15 | 506 | ..... | ..... | .85 |
| 72 | 762 | .45 | 508 | ..... | ..... | .90 |
| 75 | 862 | .50 | 808 | ..... | ..... | .40 |
| 78½ | 982 | .85 | 804 | ..... | ..... | .50 |
| 81 | ..... | .60 | 805 | ..... | ..... | .60 |
| 83 | ..... | .85 | 806 | ..... | ..... | .70 |
| 83C | 863C | 1.00 | 808 | ..... | ..... | .85 |
| 84 | 771 | .55 | 858 | ..... | ..... | .40 |
| 85 | ..... | 4.00 | 854 | ..... | ..... | .50 |
| 86 | ..... | 5.00 | 855 | ..... | ..... | .65 |
| 87 | ..... | 6.00 | 856 | ..... | ..... | .75 |
| 89 | ..... | 6.50 | 858 | ..... | ..... | .90 |
| 92 | ..... | 1.50 | Aluminoid Zig Zag— | | | |
| 92½ | ..... | 1.25 | 4-inch | ..... | ..... | \$1.25 |
| 94 | 4883 | 1.75 | 5-inch | ..... | ..... | 1.50 |
| 480 | ..... | 1.00 | 6-inch | ..... | ..... | 1.75 |

REGISTERS—

| | | | | | |
|-----------|-------|--------|-------------|-------|--------|
| Jap 6x8 | ..... | \$1.55 | White 6x8 | ..... | \$1.85 |
| Jap 8x10 | ..... | 1.65 | White 8x10 | ..... | 2.00 |
| Jap 10x12 | ..... | 2.40 | White 10x12 | ..... | 2.90 |
| Jap 10x14 | ..... | 3.15 | White 10x14 | ..... | 3.80 |
| Jap 12x14 | ..... | 4.85 | White 12x14 | ..... | 5.25 |

REGISTER FACES—

| | | | | | |
|-----------|-------|--------|-------------|-------|--------|
| Jap 6x8 | ..... | \$1.00 | White 6x8 | ..... | \$1.30 |
| Jap 8x10 | ..... | 1.10 | White 8x10 | ..... | 1.45 |
| Jap 10x12 | ..... | 1.70 | White 10x12 | ..... | 2.20 |
| Jap 10x14 | ..... | 2.30 | White 10x14 | ..... | 2.85 |
| Jap 12x14 | ..... | 2.80 | White 12x14 | ..... | 3.65 |

DISSTON SAWS—

| No. | 18-in. | 20-in. | 22-in. | 24-in. | 26-in. | 28-in. |
|------------|--------|--------|--------|--------|--------|--------|
| 7 | | \$1.90 | \$2.00 | \$2.15 | \$2.25 | \$2.35 |
| D-8 & 1874 | | 2.85 | 2.50 | 2.60 | 2.70 | 2.85 |
| 16 | | 2.85 | 2.50 | 2.60 | 2.70 | 2.85 |
| 12 | | 2.70 | 2.85 | 3.05 | 3.25 | 3.45 |
| 112 | | 2.80 | 2.95 | 3.20 | 3.35 | 3.60 |
| D-21 & 22 | | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 |
| D-20 & 23 | | | | 2.85 | 3.05 | 3.25 |
| D-100 | | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 |
| 120 | | 3.15 | 3.25 | 3.40 | 3.60 | 3.75 |
| D-115 & 15 | | 3.80 | 3.90 | 4.05 | 4.20 | 4.40 |

SAWS—One Man—

| | Simonds | Disston | Chinook C.C. | Chinook C.O. |
|--------|---------|---------|--------------|--------------|
| 3½ ft. | 3.85 | \$3.50 | 6 ft. \$9.60 | 5½ \$5.75 |
| 4 ft. | 3.85 | 4.00 | 6½ 10.80 | 6 6.50 |
| 4½ ft. | 4.30 | 4.50 | 7 12.00 | 6½ 7.80 |
| 5 ft. | 4.80 | 5.00 | 7½ 13.25 | 7 8.15 |
| | | | | 7½ 9.50 |

Simonds Felling same price as Royal Chinook C. C.

Atkins No. 400 and 401—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$6.35 | 22 in. | ..... | 4.85 |
| 26 in. | ..... | 5.50 | 20 in. | ..... | 4.40 |
| 24 in. | ..... | 5.20 | 18 in. | ..... | 4.15 |

Atkins No. 68 and 69—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.60 | 22 in. | ..... | 2.70 |
| 26 in. | ..... | 3.15 | 20 in. | ..... | 2.50 |
| 24 in. | ..... | 2.90 | 18 in. | ..... | 2.20 |

Atkins No. 58-51 and 65—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.80 | 22 in. | ..... | 2.60 |
| 26 in. | ..... | 2.90 | 20 in. | ..... | 2.40 |
| 24 in. | ..... | 2.75 | 18 in. | ..... | 2.10 |

Atkins No. 64—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$4.00 | 22 in. | ..... | 3.00 |
| 26 in. | ..... | 3.50 | 20 in. | ..... | 2.70 |
| 24 in. | ..... | 3.30 | 18 in. | ..... | 2.40 |

Atkins No. 66 and 67—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$3.60 | 22 in. | ..... | 2.65 |
| 26 in. | ..... | 3.15 | 20 in. | ..... | 2.50 |
| 24 in. | ..... | 2.90 | 18 in. | ..... | 2.20 |

Atkins No. 70—

| | | | | | |
|--------|-------|--------|--------|-------|------|
| 28 in. | ..... | \$2.85 | 22 in. | ..... | 2.10 |
| 26 in. | ..... | 2.40 | 20 in. | ..... | 1.95 |
| 24 in. | ..... | 2.20 | 18 in. | ..... | 1.75 |

SAWS—Continued.

| | | | | | |
|----------------------------|-------|--------|--------------------------|-------|--------|
| Hand— | | | No. 10 Simonds or No. 7 | | |
| No. 5 Simonds, No. 12 Dis- | | | Disston. | | |
| ton or No. 69 Atkins. | | | 16-inch | ..... | \$1.80 |
| 20-inch | ..... | \$2.65 | 18-inch | ..... | 1.90 |
| 22-inch | ..... | 3.00 | 20-inch | ..... | 2.25 |
| 24-inch | ..... | 3.50 | 22-inch | ..... | 2.50 |
| 26-inch | ..... | 3.85 | 24-inch | ..... | 2.65 |
| 28-inch | ..... | 4.25 | 26-inch | ..... | 2.75 |
| 30-inch | ..... | 4.75 | 28-inch | ..... | 3.25 |
| No. 8 Simonds, No. D8 | | | No. 4 Simonds or No. 120 | | |
| Disston or No. 51 | | | Disston. | | |
| Atkins. | | | 26-inch | ..... | \$4.00 |
| 20-inch | ..... | \$2.50 | 28-inch | ..... | 4.25 |
| 22-inch | ..... | 2.75 | No. 112 Disston. | | |
| 24-inch | ..... | 2.85 | 26-inch | ..... | \$3.25 |
| 26-inch | ..... | 3.00 | 28-inch | ..... | 3.50 |
| 28-inch | ..... | 3.50 | Butcher No. 10, 16 in. | | |
| 30-inch | ..... | 3.75 | 18 in. | ..... | 1.85 |
| No. D100 or No. D20 | | | 20 in. | ..... | 1.50 |
| Disston. | | | 22 in. | ..... | 1.65 |
| 26-inch | ..... | \$3.25 | Kitchen No. 2, 12 in. | | |
| 28-inch | ..... | 3.50 | 14 in. | ..... | .55 |
| Back 12 in. | ..... | 2.25 | 16 in. | ..... | .55 |
| Back 14 in. | ..... | 2.50 | Mitre 24 in. | ..... | 3.50 |
| Back 18 in. | ..... | 2.75 | 26 in. | ..... | 3.75 |
| Back 20 in. | ..... | 3.00 | 28 in. | ..... | 4.25 |
| Back 22 in. | ..... | 3.25 | 30 in. | ..... | 5.00 |
| Compass No. 2, 10 in. | | | Nest Complete No. 3. | | |
| 12 in. | ..... | .65 | | | |
| 14 in. | ..... | .70 | | | |
| 16 in. | ..... | .75 | | | |

Buck—

| | | |
|---|-------|------|
| Com Sgl Brace V tooth | ..... | 1.00 |
| Com Dbl Brace V tooth | ..... | 1.50 |
| Com Dbl Brace Tuttle tooth | ..... | 1.75 |
| SAW CLAMPS—Stearns. | | |
| 3, \$1.75; 0, \$1.00; 105, \$2.50; | | |
| 200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10, | | |
| \$1.50; N88, \$2.00; No. 11 with guide, \$3.25. | | |

SAW SETS—

| | | | | | |
|---------------|-------|--------|------------|-------|------|
| 201 G. & P. | ..... | \$1.00 | Colonial | ..... | 1.25 |
| Spec. Morrill | ..... | 1.10 | 7 Taintor | ..... | 1.10 |
| 105 Morrill | ..... | .60 | 28 Triumph | ..... | 1.25 |
| 1 Morrill | ..... | 1.00 | Hammer | ..... | .85 |
| 10 | ..... | 1.00 | Lever | ..... | .25 |
| 77 | ..... | .60 | | | |

X Out—

| | | | | | |
|---------------|-------|--------|--------------|-------|------|
| Morrill No. 3 | ..... | \$1.35 | Morin No. 2 | ..... | 2.25 |
| Baker No. 8 | ..... | 2.25 | Morin No. 2½ | ..... | 2.75 |

SAW TOOLS—

| | | | | | |
|-----------------------|-------|--------|-----------------------|-------|------|
| Clipper Outfit | ..... | \$ .75 | Morin No. 8 | ..... | 1.00 |
| Morin Raker Gauge | ..... |  | Setting Tool Disston— | | |
| No. 1 | ..... | 1.00 | No. 100 | ..... | .65 |
| No. 6 | ..... | 1.35 | No. 4 Setting Blocks— | | |
| No. 9 | ..... | 1.50 | No. 4 Blocks, Morin | ..... | 1.00 |
| Atkins Raker Swage | ..... | .40 | Swages No. 0 Dist. | ..... | 4.50 |
| 5-M Tooth Gauge | ..... | .15 | Swages, Whitings | ..... | 1.00 |
| Jointers Pikes Perf. | ..... | .60 | Atkins Rex | ..... | 1.00 |
| Jointers No. 7 Sterna | ..... | .65 | Atkins Excelsior | ..... | .75 |

SCOOPS—Common Hollow Back—

| No. | Price | No. | Price | No. | Price | No. | Price |
|-----|--------|-----|--------|--------------|--------|------|--------|
| 2 | \$1.75 | 5 | \$2.00 | 8 | \$2.30 | 10 | \$2.40 |
| 3 | 1.85 | 6 | 2.15 | 9 | 2.35 | 12 | 2.50 |
| 4 | 1.90 | 7 | 2.25 | Potato No. 1 | ..... | 2.00 | |

SCREEN (See Cloth)

SCREWS—Iron Bench—

| | | | | | |
|---|-------|--------|----|-------|------|
| ¾ | ..... | \$1.00 | 1¼ | ..... | 1.40 |
| ¾ | ..... | 1.10 | 1¼ | ..... | 1.50 |
| 1 | ..... | 1.20 | 1½ | ..... | 2.25 |

Wood Hand—

| | | | | | |
|---------|-------|--------|---------|-------|------|
| 6 inch | ..... | \$ .45 | 14 inch | ..... | 1.10 |
| 8 inch | ..... | .65 | 16 inch | ..... | 1.35 |
| 10 inch | ..... | .85 | 18 inch | ..... | 1.60 |
| 12 inch | ..... | .95 | 20 inch | ..... | 1.70 |

Jorgensen—

| | | | | | |
|-------|-------|--------|-------|-------|------|
| No. 0 | ..... | \$1.15 | No. 3 | ..... | 1.65 |
| No. 1 | ..... | 1.25 | No. 4 | ..... | 2.00 |
| No. 2 | ..... | 1.50 | No. 5 | ..... | 2.50 |

SCREWS—Wood—

| | Contr. Broken | Full Pkg. | Pkg. | Flat Hd. Brt.—Small Quant. |
|--------|---------------|-----------|------|----------------------------|
| FH Brt | | 60% | 50% | 5c Dozen to \$1.00 List |
| FH Bl | | 60% | 50% | 10c Dozen to 2.00 List |
| RH Bl | | 60% | 50% | 15c Dozen to 3.00 List |
| RH Bl | | 60% | 50% | 20c Dozen to 4.00 List |
| RH Nic | | 50% | 40% | 25c Dozen to 5.00 List |
| FH Gal | | 40% | 30% | 30c Dozen to 6.00 List |
| FH Brs | | 20% | 20% | 35c Dozen to 7.00 List |
| RH Brs | | 30% | 30% | Retail |

Contr's. by doz.

Lag | list | Plus 25% |Cap V thread | list | Plus 25% |Cap SAE | list | Plus 25% |Set | list | Plus 25% |Machine Iron 30% off list. | | |Machine Brass | list | Plus 20% |Nuts for Machine Screws—Iron, add 30% to List Price; | | |Brass, 40% to List Price. | | |Bench—Iron—1-inch, \$1.00; 1¼-inch, \$1.25; 1½-inch, | | |\$1.50; 1¾-inch, \$2.25. Wood—2-inch, \$1.25. | | |SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, | | |\$1.50; 130, \$2.25; 131, \$2.90. | | |

RETAIL SELLING PRICES—Continued

STEEL GOODS—

| Hay Forks. | | Jr. Header Forks. | | Coke Forks. | | Warren. | | Scythes. | | SB14 | |
|---------------|------|-------------------|--------|-------------------|--------|----------|------|----------------|------|------------------|--------|
| 84½B | 1.25 | J0184 | 1.35 | 710 | \$2.50 | | | Bush and Weed | 1.75 | SB16 | 1.00 |
| 85B | 1.25 | J0184½ | 1.40 | 712 | 2.75 | W7 | 1.10 | Dutchman | 1.75 | Malleable Rakes. | |
| 884 | 1.25 | J0185 | 1.40 | 714 | 3.00 | W7½ | 1.15 | Clipper | 1.85 | 12BOM | .60 |
| 884½ | 1.25 | Header Forks. | | | | W8 | 1.20 | Smith's Hoes. | 1.00 | 14BOM | .65 |
| 884B | 1.25 | R0144½ | 1.50 | Shavings Forks. | | | | 50A | 1.00 | Lawn Rakes. | |
| 884½B | 1.30 | R0154 | 1.65 | 806L | 2.15 | Ladies' | | Nursery | | 24 | .75 |
| 885B | 1.25 | R0154½ | 1.65 | Fish Forks. | | LY5 | .65 | German | 1.00 | Wood | .50 |
| 885B | 1.30 | R0155 | 1.65 | IF | .75 | Riveted. | .40 | GE2-0 | .90 | 914 | 2.50 |
| 044½B | 1.35 | Alfalfa Forks. | | Stone. | | RA | | Planter's Eye. | .75 | Turf. | |
| 045B | 1.50 | A0184½ | 1.50 | HH4 | 1.65 | Socket. | | AE3 | .65 | Edger | \$1.00 |
| C04½ | 1.25 | Ensilage Forks. | | 99R | 2.25 | G078 | .95 | AE5 | .75 | Dandelion. | .30 |
| C05 | 1.50 | 508 | 3.15 | Potato Hooks. | | G078X | .90 | Mortar. | 1.15 | Spuds | .30 |
| Barley Forks. | | Chaff Forks. | | 4BHF | 1.10 | BB6 | .90 | S10 | 1.35 | Dock Cutter | \$1.25 |
| B0185 | 1.90 | C1717L | 3.00 | 4BHD | 1.10 | BB6½ | .95 | M210 | 1.85 | Floral Sets. | |
| B0505 | 2.35 | Spading Forks. | | 6GNE | 1.20 | 1P | .45 | M39 | 1.25 | 1 | .50 |
| Manure Forks. | | OL4 | 1.50 | 6GNE | 1.20 | 2P | .50 | 1905 | 1.10 | 2 | .55 |
| 44½ | 1.25 | OLD | 1.50 | 5MP | .60 | 4P | 1.00 | B11 | 1.05 | 3PF | 1.85 |
| 44½ | 1.25 | OL4X | 1.50 | Hoedown. | | 6P | 1.10 | B13 | 1.15 | 4PSF | 2.50 |
| 44½ | 1.25 | OLDX | 1.40 | 40HD | 1.65 | 2PF | .65 | B15 | 1.25 | Floral Shovels. | .80 |
| 44½X | 1.10 | 05H4 | 2.00 | Hoes—Planter Eye. | .75 | | | 10C | .90 | TY4 | .65 |
| 4DX | 1.25 | 05HD | 2.00 | SE3 | .75 | DES | .75 | 120 | .95 | Floral Rakes. | |
| 054½ | 1.65 | P064 | 1.70 | SE5 | .90 | Snathes. | 1.35 | 140 | 1.00 | GB6 | .45 |
| 05D | 1.75 | P06D | 1.85 | Scuffle. | | 50 | 1.35 | 160 | 1.10 | Clam Rakes. | |
| 064½ | 1.90 | Sluice Forks. | | FFD | .65 | 100 | 1.50 | SB12 | .85 | 1120 | 3.25 |
| 06D | 2.00 | 208 | \$2.25 | XG8 | 1.10 | | | | | | |
| Header Forks. | | 210 | 2.50 | B8 | 1.85 | | | | | | |
| 08144 | 1.50 | 212 | 3.75 | A1 | 1.00 | | | | | | |
| 08144½ | 1.50 | Stone Forks. | | Garden Hoes. | | | | | | | |
| 08154½ | 1.40 | 99R | \$2.25 | G78X | .75 | | | | | | |
| 08155 | 1.50 | | | G78 | .85 | | | | | | |

POINTS & CHUCKS—

| | | | |
|---------------------------|-----|--------------|------|
| For 80 and 81..... | .75 | 8-inch..... | .95 |
| For 85..... | .50 | 10-inch..... | 1.10 |
| Nos. 11 and 15, 2-in..... | .65 | No. 75..... | 3.25 |
| 3-inch..... | .60 | No. 60..... | 1.00 |
| 4-inch..... | .65 | No. 80..... | .85 |
| 5-inch..... | .75 | No. 81..... | .95 |
| 6-inch..... | .85 | | |

SCREW DRIVERS—G. & P.—367—1½, 35c; 3, 40c; 4, 45c.

SHEATHING (See Paper)

SHIELDS—

| | | | |
|-------------------|-----|---------------------|-----|
| Diamond—Expansion | | % each..... | .30 |
| 3-16, each..... | .05 | Diamond—Lead | |
| ¼, each..... | .06 | ¼ x ¼, each..... | .04 |
| 5-16, each..... | .07 | 3-16 x ¼, each..... | .04 |
| ¾, each..... | .08 | 3-16 x 1, each..... | .04 |
| 1, each..... | .12 | ¼ x 1, each..... | .06 |
| ¾, each..... | .15 | ¼ x 1, each..... | .06 |
| | | 5-16 x 1, each..... | .07 |

SHINGLES—Tin, 5x7, \$3.00.

SHOVELS—

| | | | |
|----------------|------|-------------------|--------|
| Chester..... | 1.50 | Gen. Maynard..... | 2.25 |
| Piqua..... | 1.75 | Maynard Ptn..... | 2.25 |
| Tremont..... | 1.75 | Alki..... | \$1.60 |
| Nor. King..... | 1.75 | Rainier..... | 1.60 |
| Sterling..... | 1.85 | Pacific..... | 1.70 |
| Stuart..... | 2.00 | Queen City..... | 1.85 |
| Holley..... | 2.00 | Occident..... | 1.85 |
| Hartford..... | 2.00 | Olympic..... | 1.85 |

Snow—

| | | | |
|-------------|--------|------------|------|
| No. 30..... | \$1.15 | 11D..... | .65 |
| No. 20..... | 1.00 | 33WD..... | 1.40 |
| No. 11..... | .60 | 033WD..... | 1.85 |

SHOT—Drop, 25c lb.; Buck, 25c; Chilled, 25c; Air Rifle,

1-lb. bags, 25c; Tubes ¼-lb., 10c; 2 for 25c.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb.

Mule—No. 00 & 0, 12c lb.; 1, 11½c; 2 & larger, 11c.

Oast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

ASSPS' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDs—Hand and Coaster.

| | | | |
|-----------------|--------|-----------------|--------|
| Flexible Flyer— | | Jr. Racer..... | 4.25 |
| No. 1..... | \$3.00 | Racer..... | 5.00 |
| No. 2..... | 3.50 | Tux. Racer..... | 7.50 |
| No. 3..... | 4.50 | Fire Fly— | |
| No. 4..... | 5.50 | No. 9..... | \$1.75 |
| No. 5..... | 7.50 | No. 10..... | 2.25 |
| No. 6..... | 15.00 | No. 11..... | 2.75 |
| | | No. 12..... | 3.25 |

SMOOTH-ON—75c lb.

SNIPS—

| | | | |
|----------------|--------|------------|--------|
| Wiss Straight— | | 100..... | 2.50 |
| 7..... | \$3.00 | Circular— | |
| 8..... | 2.85 | 6¼ CB..... | \$5.00 |
| 9..... | 2.10 | 7..... | 4.05 |
| 10..... | 1.90 | 8..... | 3.50 |
| 11..... | 1.45 | 9..... | 3.25 |
| 12..... | 1.25 | 10..... | 2.85 |
| 18..... | 8.00 | 11..... | 2.80 |
| 19..... | 2.85 | 12..... | 1.95 |

SOLDER—¼ & ½, 60c lb.; Wire, 60c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254,

\$4.50; Barnes No. 276, \$7.00.

STEEL SQUARES—Nichols—

| | | | |
|-------------------------|--------|-------------------------|------|
| Framing, N.P. 100A..... | \$4.00 | Oxidized Cop. 100A..... | 3.00 |
| Framing, N.P. 100..... | 3.75 | Oxidized Cop. 100..... | 2.75 |
| Framing, Pol. 100A..... | 2.50 | Royal Cop. 100A..... | 3.00 |
| Framing, Pol. 100..... | 2.25 | Royal Cop. 100..... | 2.75 |

Standard Makes—Eagle, Sargent, R. & E. Etc.—
 No. 100 Polished.....\$2.25 No. 14 Polished.....1.50
 No. 100 Blued.....2.50 No. 8 Polished.....1.75
 Add 75c for Take-Down Squares to above price.
 Goodell's No. 66 12 inch Combination Square.....\$1.25
 Starrett's No. 28 12 inch Combination Square.....1.50

SQUARES—Try—

| | | | |
|---------------------|-----|---------------------|------|
| No. 20—3 inch..... | .35 | No. 20—9 inch..... | .75 |
| No. 20—4½ inch..... | .40 | No. 20—10 inch..... | .85 |
| No. 20—6 inch..... | .50 | No. 20—12 inch..... | 1.00 |
| No. 20—7½ inch..... | .60 | | |

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7½c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
 Caliper Rules, 40% above list.
 Thickness Gauges, 40% above list.
 Steel Tables, 40% above list.
 All other items, 25% above list.
 G. & P. GOODS—Hack Saw Frames—
 69, \$1.75 69B, \$1.50 247, \$2.00 5, \$.50 14, \$3.00
 STEEL—Mild—See Iron, Tool, 20c; Drill, Com., 20c.

STONES—CARBORUNDUM—

| | | | |
|--------------|--------|--------------|-----|
| No. 76..... | .35 | No. 123..... | .75 |
| No. 107..... | 1.15 | No. 124..... | .65 |
| No. 108..... | 1.50 | No. 125..... | .50 |
| No. 109..... | 1.00 | No. 126..... | .50 |
| No. 110..... | 1.25 | No. 127..... | .50 |
| No. 111..... | .75 | No. 128..... | .50 |
| No. 112..... | .60 | No. 129..... | .50 |
| No. 113..... | .60 | No. 130..... | .50 |
| No. 115..... | \$1.25 | No. 131..... | .50 |
| No. 116..... | 1.25 | No. 132..... | .50 |
| No. 117..... | 1.35 | No. 133..... | .50 |
| No. 118..... | 1.00 | No. 134..... | .50 |
| No. 119..... | 1.00 | No. 135..... | .50 |
| No. 120..... | 1.00 | No. 136..... | .50 |
| No. 121..... | .75 | No. 137..... | .50 |
| No. 122..... | .75 | No. 138..... | .50 |

STOVES—Common Air-Tights—

| | | | |
|---------------------|--------|-------------------|--------|
| No. 16 Unlined..... | \$2.35 | No. 23 Lined..... | \$4.50 |
| No. 18 Unlined..... | 3.00 | No. 24 Lined..... | 5.00 |
| No. 20 Lined..... | 4.00 | No. 26 Lined..... | 6.00 |

STRETCHERS—Wire—Elwood, \$1.25; Star (No. 482), \$1.75;

STOCKS & DIES—

Green River List plus 25%
 Little Giant, List plus 25%
 Armstrong No. 1 pipe \$5.55
 No. 2.....7.80
 No. 2½.....8.50
 No. 3, 1½ to 2.....13.00
 No. 3, 1 to 2.....15.60
 Dies—Solid pipe only 40% off. Armstrong Dies only 20% off. Solid Pipe Dies only, 35% off.

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or
 No. 20 Lever Handle—
 ½ inch.....\$1.25 ¾ inch.....2.00
 ¾ inch.....1.75 1 inch.....3.00
 No. 30 High Grade "Cap" Pattern T or Lever Handle—
 Rough Brass, Iron Pipe Threads
 ½ inch.....\$1.50 ¾ inch.....2.50
 ¾ inch.....2.10 1 inch.....3.75
 STRIP—Weather—Rubber, ½-in. 8c per ft; ¾-in. 4c ft.

RETAIL SELLING PRICES—Continued

| SUPPORTS—Wagon Tongue— | | | | | | | |
|---|----------------------|--------------------------|------------|---------|--------|---------|-------|
| No. in. | Price | No. in. | Price | No. in. | Price | No. in. | Price |
| 1 1/4 | \$1.50 | 2 1/4 | \$2.00 | 3 1/4 | \$2.75 | | |
| SWEEPERS—Carpet— | | | | | | | |
| Universal | \$4.00 | Amer. Queen | 5.25 | | | | |
| Grand Rap. Jap. | 4.25 | Club | 9.00 | | | | |
| Grand Rap. N. P. | 4.75 | | | | | | |
| TAPS—Machine Hand— | | | | | | | |
| 1-16 to 15-64 | .80% | 1 1-16 to 3 | .20% | | | | |
| 1/4 to 1 | .80% | Stove Bolt— | | | | | |
| 1 1-16 to 2 | .80% | 3-16 | .80% | | | | |
| Left Hand Dbl list plus 20% | | 1/4 to 1/2 | .25% | | | | |
| Machine Screw— | | | | | | | |
| 1 1/4 to 12 | .85% | Pipe— | | | | | |
| 14 to 24 | .85% | 1/4 to 3 | .40% | | | | |
| Machine Nut— | | | | | | | |
| 3-16 to 1 | .80% | 2 1/4 to 3 | .80% | | | | |
| | | 3 1/4 to 4 | .20% | | | | |
| TACKS—Bulk— | | | | | | | |
| Wire 3 ounce, per lb. | \$.35 | | | | | | |
| Wire 4 ounce and larger, per lb. | .35 | | | | | | |
| Blue Double Point, 9 to 12 | .35 | | | | | | |
| Blue Upholster 2 to 3 ounce, per lb. | .35 | | | | | | |
| Blue Upholster 4 ounce and larger, per lb. | .35 | | | | | | |
| Galvanized Upholster 4 ounce and larger, per lb. | .40 | | | | | | |
| Bill Posters 4 ounce and larger, per lb. | .30 | | | | | | |
| In Packages— | | | | | | | |
| Blue or Tind. | | 3 oz. and larger 1/4 lb. | .05 | | | | |
| Dbl. Point 1/4 lb. | .05 | 3 oz. and larger 1/4 lb. | .10 | | | | |
| Wire 1/4 lb. | .05 | Gimp | | | | | |
| Wire 1/2 lb. | .10 | 1 to 3 oz. 1/4 lb. | .10 | | | | |
| Blue Out | | 4 oz. and larger 1/4 lb. | .05 | | | | |
| 1 1/4 to 3 1/2 oz. 1/4 lb. | .10 | 4 oz. and larger 1/4 lb. | .10 | | | | |
| TENTS— | | | | | | | |
| Size | | 8-oz. | 10-oz. | | | | |
| 7x7 | | \$10.40 | \$12.15 | | | | |
| 7x9 | | 12.35 | 14.85 | | | | |
| 9x9 | | 14.25 | 16.65 | | | | |
| 9 1/2 x 12 | | 16.75 | 19.55 | | | | |
| 12x14 | | 22.50 | 26.25 | | | | |
| 12x18 | | 27.75 | 32.45 | | | | |
| 14x16 | | 29.50 | 34.65 | | | | |
| 14x20 | | 38.65 | 42.55 | | | | |
| 16x18 | | 40.25 | 47.85 | | | | |
| 16x20 | | 44.85 | 51.75 | | | | |
| 16x24 | | 50.50 | 58.75 | | | | |
| 16x30 | | 61.10 | 71.25 | | | | |
| A or Wedge— | | | | | | | |
| 5x7 | | 6.50 | 7.55 | | | | |
| 7x7 | | 8.20 | 9.55 | | | | |
| 7x9 | | 9.30 | 11.50 | | | | |
| Flys—1/2 price of tent. Pins, 3c each. | | | | | | | |
| TEES—Stove Pipe—Cylinder— | | | | | | | |
| Asbestos 6 inch— | | Adjustable 6 inch— | | | | | |
| 6x4, each | \$.90 | 4 to 8 | .65 | | | | |
| 6x6, each | 1.25 | 6 to 12 | .75 | | | | |
| 6x8, each | 1.65 | Adjustable 7 inch— | | | | | |
| 8x6, each | 1.75 | 6 to 12 | .85 | | | | |
| THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c. | | | | | | | |
| THIMBLES—Flue—6-in., 10c; 7 in., 10c. | | | | | | | |
| THICKNESS GAUGES—40% above list price. | | | | | | | |
| TIN—Common Roofing—40c per sheet. | | | | | | | |
| TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33 1/2, \$9.00; 34, \$11.00. | | | | | | | |
| TORCHES—C & L—No. 31, \$6.50; No. 32, \$6.75; No. 18, \$5.00; No. 37, \$5.50; No. 47, \$7.25; No. 28, \$2.00. | | | | | | | |
| TRAPS— | | | | | | | |
| Victor— | | No. 3 | 1.25 14.50 | | | | |
| No. 0 | Each .20 Doz. \$1.85 | No. 4 | 1.50 16.50 | | | | |
| No. 1 | .25 2.25 | No. 5 | 2.50 | | | | |
| No. 1 1/2 | .35 3.25 | No. 6 | 22.50 | | | | |
| No. 2 | .45 4.50 | No. 15 | 9.50 | | | | |
| No. 3 | .55 6.00 | No. 150 | 7.50 | | | | |
| No. 4 | .65 7.00 | Jump— | | | | | |
| Newhouse— | | No. 0 | .25 2.50 | | | | |
| No. 0 | Each .40 Doz. \$4.00 | No. 1 | 30 3.00 | | | | |
| No. 1 | .45 4.75 | No. 1 1/2 | 45 4.50 | | | | |
| No. 1 1/2 | .65 7.00 | No. 2 | .65 6.50 | | | | |
| No. 2 | 1.00 10.50 | No. 3 | .85 8.50 | | | | |
| | | No. 91 | .35 3.75 | | | | |
| | | No. 91 1/2 | .50 5.25 | | | | |
| TROUGH— | | | | | | | |
| Eaves— | | 5 inch, per doz. | .35 | | | | |
| 4 in. | .13 1/2 | 6 inch, per doz. | .40 | | | | |
| 5 in. | .15 | End Caps— | | | | | |
| 6 in. | .18 | 4 in. | .15 | | | | |
| Mitres— | | 5 in. | .20 | | | | |
| 4 in. | .45 | 6 in. | .25 | | | | |
| 5 in. | .50 | End Pc. Comp.— | | | | | |
| 6 in. | .60 | 4 in. | .25 | | | | |
| Hangers—Wire— | | 5 in. | .30 | | | | |
| 4 inch, per doz. | \$.30 | 6 in. | .35 | | | | |
| TROWELS—Rose Brick, Wood Hdl.—10 1/2, \$1.65; 11, \$1.65; 11 1/2, \$1.65; 12, \$1.65. Marshaltown Lea.—10 1/2, \$2.00; 11, \$2.00; 11 1/2, \$2.00; 12, \$2.00. Plastering—11, \$2.50; 11 1/2, \$2.50; 12, \$2.50. | | | | | | | |
| TUBS—Galvanized—Common, 0, \$1.25; 1, \$1.50; 2, \$1.65; 3, \$1.85; 12, \$1.75; 13, \$2.00. Ex. Heavy—100s, \$2.25; 200s, \$2.50; 300s, \$2.75. | | | | | | | |
| TURN—Cupboard—Brass Plated—Small, 20c; large, 25c. | | | | | | | |
| TWINE—Sacking—1/4-lb. hank, 20c. | | | | | | | |
| TWINES—Cotton, 2 oz. balls, 10c each; Cones, 60c lb. Flax—18BC, 1/2-lb. balls, 25c each; 18BB, 1/4-lb. balls, 15c each; 18BC, 1/2-lb. balls, 30c each. Spring, No. 4 1/2, 1/2-lb. | | | | | | | |

| balls, 20c each; 1-lb. balls, 35c each. Sall—1/4-lb. hank, 15c each; 1/2-lb. hank, 30c each. Seine—60 to 42, 75c lb.; larger, 75c lb. Marlin—40c lb. Cotton Wicking—1 1/2 to 1 lb., 5c each; 8 to 1 lb., 10c each. | | | |
|---|------------|------------------------|-----------|
| TAPES— | | | |
| Starrett | Lufkin | Starrett | Lufkin |
| No. 510, 25-ft. | 260 \$3.55 | | 550 8.00 |
| No. 510, 50-ft. | 263 4.83 | | 558 3.75 |
| No. 510, 75-ft. | 265 6.15 | | 555 4.75 |
| No. 510, 100-ft. | 266 7.75 | | 556 6.00 |
| No. 505, 25-ft. | 240 3.85 | | 100 4.00 |
| No. 505, 50-ft. | 242 4.00 | | 108 5.00 |
| No. 505, 75-ft. | 245 5.25 | | 105 6.25 |
| No. 505, 100-ft. | 246 6.75 | | 1260 3.60 |
| | | | 1268 4.50 |
| | | | 1265 5.75 |
| VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c. | | | |
| VALVES— | | | |
| Standard Globe and Angle Valves— | | Standard Gate Valves— | |
| 1/4 | .85 | 1/4 | \$1.45 |
| 1/2 | .90 | 1/2 | 1.45 |
| 3/4 | 1.00 | 3/4 | 1.45 |
| 1 | 1.25 | 1 | 1.65 |
| 1 1/4 | 1.50 | 1 1/4 | 2.05 |
| 1 1/2 | 2.25 | 1 1/2 | 2.80 |
| 2 | 3.00 | 2 | 3.70 |
| 2 1/4 | 4.25 | 2 1/4 | 5.00 |
| 2 1/2 | 6.25 | 2 1/2 | 7.30 |
| VISES—Solid Box— | | | |
| 35 lb. | \$12.50 | 65 lb. | 17.50 |
| 40 lb. | 13.15 | 70 lb. | 18.75 |
| 45 lb. | 13.75 | 75 lb. | 20.00 |
| 50 lb. | 14.40 | 80 lb. | 21.90 |
| 55 lb. | 15.00 | 85 lb. | 23.15 |
| 60 lb. | 16.25 | 90 lb. | 25.00 |
| | | 95 lb. | 26.25 |
| | | 100 lb. | 27.50 |
| | | 125 lb. | 35.65 |
| | | 150 lb. | 48.60 |
| WATCHES— | | | |
| Yankee | \$1.35 | Junior | 3.75 |
| Triumph | 1.50 | Midget | 2.75 |
| Ellipse | 2.00 | Radcliffe | 3.50 |
| WASHERS—Out—3-16, 25c lb.; 1/4, 22c; 5-16, 30c; Malleable, 18c; Cast, 6c; 3-8, 17c; 1/2, 14c; 3/4, 14c; 1, 14c. | | | |
| WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c. | | | |
| WAGONS—Express. | | | |
| Steel— | | No. 80 | 7.00 |
| No. 04 | \$1.50 | No. 40 | 7.50 |
| No. 03 | 1.65 | Wagners— | |
| No. 02 | 1.85 | No. 18 | 6.50 |
| No. 0 | 2.25 | No. 20 | 7.50 |
| No. 1 | 2.75 | No. 24 | 8.50 |
| No. 2 | 8.00 | Mars—Wells— | |
| No. 3 | 8.50 | No. 10 | 5.75 |
| Coaster—Star. | | No. 11 | 6.50 |
| No. 10 | \$5.75 | No. 12 | 7.00 |
| No. 20 | 6.50 | | |
| WASTE—No. 1 White, 25c lb.; No. 2, 22c; No. 2 Colored, 18c. | | | |
| WAX—Floor, 60c. | | | |
| WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 35c; Cedar-Atha, 25c; Cedar-Alki, 15c; Felling, 27c; Saw, 19c. | | | |
| WEIGHTS—Saah—3 lbs. and over, 4c lb. Eveners or Balances—1/4, 7c lb. | | | |
| WIRE—Plain Fence— | | | |
| Black—Nos. 6 to 16, 5 to 24-lb. lots | \$.08 | | |
| Galvanized—Nos. 6 to 16, 5 to 24-lb. lots | .10 | | |
| Black, 1 to 5-lb. \$.10 | | Galv., 1 to 5-lb. | .12 |
| Barbed Fence— | | | |
| Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukegan Galv., \$8.00; Am. Spel Galv., 80 rd spls. ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75. | | | |
| Broken Coils—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb. | | | |
| Bale Ties—9 1/4 ft., 15 Ga., per bundle of 250, \$3.25 | | | |
| WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discs—40%. | | | |
| WHEELBARROWS— | | | |
| Ajax | \$4.70 | No. 4 Tubular | \$11.00 |
| Scioto | 4.90 | No. 5 Tubular | 12.60 |
| Pan. Amer. | 10.20 | Garden K&J No. 1 | 5.75 |
| K & J Concrete | 11.00 | No. 3 | 6.80 |
| Sterling | 13.00 | No. 4 | 7.85 |
| AX Tubular | 9.95 | No. 5 | 9.90 |
| WRENCHES— | | | |
| | Agri. | One | P&W |
| 6 in. | \$.60 | \$1.85 | \$1.25 |
| 8 in. | .75 | 1.75 | 1.50 |
| 10 in. | .90 | 2.00 | 1.75 |
| 12 in. | 1.10 | 2.25 | 2.00 |
| 15 in. | 1.40 | 3.00 | 2.75 |
| 18 in. | | 3.75 | 3.50 |
| 21 in. | | 4.50 | 4.25 |
| Crescent— | | | |
| 4 in. | \$1.00 | 10-inch | 1.45 |
| 6 in. | 1.00 | 14-inch | 2.00 |
| 8 in. | 1.25 | 18-inch | 2.85 |
| 10 in. | 1.50 | 24-inch | 4.20 |
| 12 in. | 1.75 | 36-inch | 7.75 |
| 15 in. | 2.25 | 48-inch | 11.55 |
| Stillson & Trimo— | | | |
| 6-inch | 1.15 | Crescent Double End— | |
| 8-inch | 1.80 | 6-8 | \$1.75 |
| Parts for Trimo & Stillson 85% Discount. | | 8-10 | \$2.00 |
| ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb. | | | |

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

AIR PUMPS

Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.
Romort Mfg. Co., Seattle, Wash.

ALUMINUM GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.
Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

ASBESTOS, SHEET AND ROLL

Pioneer Paper Co., Los Angeles.

AUGER BITS

James Swan Co., Seymour, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

AUTOMATIC SCALES

Detroit Automatic Scale Co., Detroit, Mich.

AUTOMOBILE ACCESSORIES AND SUPPLIES

American Chain Co., Bridgeport, Conn.
Automobile Accessories Co., Baltimore, Maryland.
Baker, Hamilton & Pacific Co., San Francisco, Calif.

J. C. Born Machinery & Foundry, Belleville, Ill.

Boston Woven Hose & Rubber Co., Boston, Mass.

Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield, N. J.

Chicago Flexible Shaft Co., Chicago.
Crystal-lac Distributing Co., San Francisco, Los Angeles, Seattle.

Curtis Pneu. Machinery Co., St. Louis, Missouri.

Diamond Rubber Co., Akron, Ohio.

B. F. Goodrich Co., Akron, Ohio.

Dunham, Carrigan & Hayden, San Francisco, Cal.

L. F. Halladay Co., Streator, Ill.

J. H. Haney & Co., Hastings, Neb.

Hartford Rubber Works, New York.

Honeyman Hardware Co., Portland, Or.

W. H. Howell Co., Geneva, Ill.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lane Bros. Co., Poughkeepsie, N. Y.

Lee Broom & Duster Co., Lincoln, Neb.

Machine Appliance Corporation, Brooklyn, N. Y.

McGraw Tire & Rubber Co., East Palestine, Ohio.

Monamobile Oil Co., San Francisco and Los Angeles.

Frank Mossberg Co., Attleboro, Mass.

Motor Car Supply Co., Chicago, Ill.

Mound Tool Co., St. Louis, Mo.

Osgood Lens & Supply Co., Chicago.

Platt & Washburn, New York and San Francisco.

Revere Rubber Co., New York, N. Y.

Romort Mfg. Co., Chicago and Seattle.

Royal Mfg. Co., Rahway, N. J.

R. F. Sedgley, Philadelphia, Pa.

Stanley Works, New Britain, Conn.

Staybestos Mfg. Co., Germantown, Pa.

Spring Leaf Lubricator Co., Ann Arbor, Mich.

Strevell-Paterson Hardware Co., Salt Lake City, Utah.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.

Union Hdwe. & Metal Co., Los Angeles, Cal.

U. S. Tire Co., New York, N. Y.

Tritch Hardware Co., Denver, Colo.

Weed Chain Tire Grip Co., New York.

AUTOMOBILE OILS

Monamobile Oil Co., San Francisco.

Platt & Washburn Refining Co., New York and San Francisco.

Union Hdwe. & Metal Co., Los Angeles, Cal.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BAKING PANS

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.

Pittsburgh Steel Co., Pittsburgh and San Francisco.

United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.

McKinney Mfg. Co., Pittsburgh, Pa.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Safety Door Hanger Co., Ashland, O.

Stanley Works, New Britain, Conn.

Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

P. & F. Corbin, New Britain, Conn.

Lane Bros. Co., Poughkeepsie, N. Y.

Stanley Works, New Britain, Conn.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Buffum Tool Co., Louisiana, Mo.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

Buffum Tool Co., Louisiana, Mo.

Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER

Giant Powder Co., San Francisco, Cal.

BOILER GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Dayton, O.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

BRACES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.

P. & F. Corbin, New Britain, Conn.

The Stanley Works, New Britain, Ct.

BRAKE LINING

Staybestos Mfg. Co., Germantown, Pa.

BRAZIERS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE

P. & F. Corbin, New Britain, Conn.

Corbin Cabinet Lock Co., New Brit-
ain, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Russell & Erwin Mfg. Co., New Brit-
ain, Conn.

Sargent & Company, New Haven, New
York, Boston, Chicago, San Francisco.

BUSINESS SYSTEMS

Charles R. Hadley Co., Los Angeles.

BUTTS

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stubbs & Kuck, Peoria, Ill.

CANNING OUTFITS

The Handy Mfg. Co., Chicago, Seattle.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.

CARRY ALL BINDERS

Proudfit Loose Leaf Co., Grand Rap-
ids, Mich.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Bassick Co., Bridgeport, Conn.

Faultless Caster Co., Evansville, Ind.

Universal Caster & Foundry Co., New-
ark, N. J.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.

The Cleveland Galvanized Works,
Cleveland, Ohio.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.

Henry Peabody & Co., New York.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven,
Conn.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.

Shelby Spring Hinge Co., Shelby, O.

CORBLER OUTFITS

Star Heel Plate Co., Newark, N. J.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.

Portland Cordage Co., Portland, Ore.

Samson Cordage Works, Boston, Mass.

CURRY COMBS

New York Stamping Co., Brooklyn.

CUTLERY

John Chatillon & Sons, New York.

Honeyman Hardware Co., Portland, Or.

International Silver Co., Meriden, Ct.

WHERE TO BUY—Continued

- Ontario Knife Co., Franklinville, N. Y.
 Simmons Hardware Co., St. Louis, Mo.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
- DIES**
 Greenfield Tap and Die Corporation, Greenfield, Mass.
- DOOR HANGERS**
 Hunt, Helm, Ferris & Co., Harvard, Ill.
 Lane Bros. Co., Poughkeepsie, N. Y.
 Richards-Wilcox Mfg. Co., Aurora, Ill.
 Safety Door Hanger Co., Ashland, O.
 Stanley Works, New Britain, Conn.
 Wagner Mfg. Co., Cedar Falls, Iowa.
- DOOR LATCHES**
 Lane Bros. Co., Poughkeepsie, N. Y.
 The Stanley Works, New Britain, Ct.
- DOOR PULLS**
 Bommer Brothers, Brooklyn, N. Y.
- DOOR SPRINGS**
 Chicago Spring Butt Co., Chicago, Ill.
- DRAG SAWS**
 E. M. Wade & Co., Portland, Ore.
- DRINKING FOUNTAINS**
 Buffum Tool Co., Louisiana, Mo.
 M. L. Kline, Portland, Ore.
- DRILLS**
 Buffalo Forge Co., Buffalo, N. Y.
 Goodell-Pratt Co., Greenfield, Mass.
 North Bros. Mfg. Co., Philadelphia, Pa.
- DUMBWAITERS**
 Sedgwick Machine Works, New York.
- DUSTERS**
 Lee Broom & Duster Co., Lincoln, Neb.
- DYNAMITE**
 Dupont Powder Co., Wilmington, Del.
 Giant Powder Co., San Francisco, Cal.
- ELECTRICAL SUPPLIES**
 Salt Lake Hardware Co., Salt Lake, Utah.
- ELEVATORS**
 Sedgwick Machine Works, New York.
- ENAMELED WARE**
 Honeyman Hardware Co., Portland, Or.
 Central Stamping Co., New York, N.Y.
 New York Stamping Co., Brooklyn, N.Y.
 Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Simmons Hardware Co., St. Louis, Mo.
 Strevell-Paterson Hardware Co., Salt Lake City, Utah.
 U. S. Stamping Co., Moundsville, W. Va., San Francisco, Portland.
- ENGINES**
 Lansing Wheelbarrow Co., San Francisco, Cal.
- ESCUTCHEONS**
 P. & F. Corbin, New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
- EXPANSION BOLTS**
 Parker Supply Co., New York, N. Y.
- FASTENERS—Casement Window**
 Shelby Spring Hinge Co., Shelby, O.
- FAUCETS**
 Thos. Savill's Sons, Philadelphia, Pa.
 Lane Bros. Co., Poughkeepsie, N. Y.
- FENCE**
 United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.
- FENCE WIRE**
 Pittsburgh Steel Co., Pittsburgh and San Francisco.
- FILES**
 Delta File Works, Philadelphia, Pa.
 Henry Diston & Sons, Philadelphia.
 Nicholson File Co., Providence, R. I.
 McCaffrey File Co., Philadelphia, Pa.
 Simonds Mfg. Co., Fitchburg, Mass.
- FIRE APPARATUS**
 O. J. Childs Co., Utica, N. Y.
- FIREARMS**
 Colt's Patent Firearms Co., Hartford, Conn.
- FIRE POTS**
 Clayton & Lambert Mfg. Co., Detroit, Michigan.
- FITTINGS**
 Central Foundry Co., New York.
 M. L. Kline, Portland, Ore.
 Rhode Island Fittings Co., Hillsgrove, R. I.
- FLOOR AND CEILING PLATES**
 Beaton & Cadwell Mfg. Co., New Britain, Conn.
 Beaton & Corbin Mfg. Co., Southington, Conn.
- FLOOR SLEEVES**
 Beaton & Cadwell Mfg. Co., New Britain, Conn.
- FLOUR SIFTERS**
 Fred J. Meyers Mfg. Co., Hamilton, O.
- FOOD CHOPPERS**
 Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
 Maryland.
 Russell & Erwin Mfg. Co., New Britain, Conn.
 Schlichter Mfg. Co., Hamilton, Ohio.
- FORGES**
 Buffalo Forge Co., Buffalo, N. Y.
- FRY PANS**
 Central Stamping Co., New York, N.Y.
 New York Stamping Co., Brooklyn.
 Wheeling Corrugating Co., Wheeling, W. Va.
- FURNACES**
 Culter & Proctor Stove Co., Peoria, Illinois.
 Mangrum & Otter, Inc., San Francisco.
 Otto Berns, Newark, N. J.
- FURNITURE SLIDES**
 Universal Caster & Foundry Co., Newark, N. J.
- GALVANIZED GOODS**
 Wheeling Corrugating Co., Wheeling, W. Va.
- GARAGE EQUIPMENT**
 Lane Bros. Co., Poughkeepsie, N. Y.
 Richards-Wilcox Mfg. Co., Aurora, Ill.
 Hunt, Helm, Ferris & Co., Harvard, Ill.
 The Stanley Works, New Britain, Ct.
- GARDEN TOOLS**
 Buffum Tool Co., Louisiana, Mo.
 J. E. Gilson Co., Port Washington, Wis.
 O. S. Norcross & Sons, Bushnell, Ill.
 Union Fork & Hoe Co., Columbus, O.
- GAS HEATERS**
 Hess-Snyder Co., Massillon, O.
- GAS RANGES**
 James Graham Mfg. Co., San Francisco.
- GASOLINE TORCHES**
 Clayton & Lambert Mfg. Co., Detroit, Michigan.
 Otto Berns, Newark, N. J.
- GRAPHITE**
 Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.
- GRAPHITE PAINT**
 Joseph Dixon Crucible Co., Jersey City, New Jersey.
- GRASS CATCHERS**
 Excelsior Bag & Mfg. Co., Troy, N. Y.
 Philadelphia Lawn Mower Co., Philadelphia, Pa.
 Specialty Mfg. Co., St. Anthony Park, Minnesota.
- GRINDING AND POLISHING MACHINERY**
 J. C. Born Machinery & Foundry, Belleville, Ill.
- HAMMERS**
 Vaughan & Bushnell Mfg. Co., Chicago, Ill.
- HANDLES**
 Buffum Tool Co., Louisiana, Mo.
 Ivory Handle Co., Hope, Ark.
- HAND FIRE EXTINGUISHERS**
 O. J. Childs Co., Utica, N. Y.
- HAND CARTS**
 Lansing Wheelbarrow Co., San Francisco, Cal.
- HANGING SCALES**
 Pelouze Mfg. Co., Chicago, Illinois.
 Triner Scale Co., Chicago, Ill.
- HARDWARE JOBBERS**
 Baker, Hamilton & Pacific Co., San Francisco.
 Dunham, Carrigan & Hayden, San Francisco, Cal.
 A. M. Holter Hardware Co., Helena, Montana.
 Hammond Lumber Co., Los Angeles.
 Honeyman Hardware Co., Portland, Or.
 Jensen, King, Byrd Co., Spokane, Wa.
- Salt Lake Hardware Co., Salt Lake City, Utah.
 Simmons Hardware Co., St. Louis, Mo.
 Strevell-Paterson Hdw. Co., Salt Lake City, Utah.
 Union Hardware & Metal Co., Los Angeles, Cal.
 Thomson-Diggs Co., Sacramento, Cal.
- HARDWARE SPECIALTIES**
 Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
 Buckeye Aluminum Co., Doylestown, O.
 Buffum Tool Co., Louisiana, Mo.
 Crescent Tool Co., Jamestown, N. Y.
 Delta File Works, Philadelphia, Pa.
 Enterprise Mfg. Co., Philadelphia, Pa.
 Excelsior Bag & Mfg. Co., Troy, N. Y.
 Fred J. Meyers Mfg. Co., Hamilton, O.
 Lane Bros. Co., Poughkeepsie, N. Y.
 Lufkin Rule Co., Saginaw, Mich.
 McKinney Mfg. Co., Pittsburgh, Pa.
 New York Stamping Co., Brooklyn, N.Y.
 Reading Saddle & Mfg. Co., Reading, Penn.
 Richards-Wilcox Mfg. Co., Aurora, Ill.
 Salt Lake Hardware Co., Salt Lake City, Utah.
 Shelby Spring Hinge Co., Shelby, O.
 Simmons Hdw. Co., St. Louis, Mo.
 Stanley Works, New Britain, Conn.
 Strevell-Paterson Hdw. Co., Salt Lake.
 Thomson-Diggs Co., Sacramento, Cal.
- HARNESS HARDWARE**
 Covart Mfg. Co., Troy, N. Y.
 Salt Lake Hardware Co., Salt Lake City, Utah.
- HATCHETS**
 Simmons Hdw. Co., St. Louis, Mo.
- HEEL PLATES**
 Star Heel Plate Co., Newark, N. J.
- HINGES**
 Bommer Brothers, Brooklyn, N. Y.
 P. & F. Corbin, New Britain, Conn.
 P. & F. Corbin, New Britain, Conn.
 The Chicago Spring Butt Co., Chicago.
 Shelby Spring Hinge Co., Shelby, O.
 Stanley Works, New Britain, Conn.
 Superior Spring Hinge Co., Chicago and Los Angeles.
- HOLLOW HANDLE TOOL KITS**
 Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.
- HOOK AND EXPANSION PLATES**
 Beaton & Cadwell Mfg. Co., New Britain, Conn.
- HORSE SHOES**
 Phoenix Horse Shoe Co., Chicago, Ill.
 United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
- HOSE**
 Boston Woven Hose & Rubber Co., Boston, Mass.
 Goodyear Rubber Co., San Francisco.
- HOSE COUPLING**
 Stuber & Kuck, Peoria, Ill.
- HOSE MENDERS**
 Stuber & Kuck, Peoria, Ill.
- HOSE REELS**
 Specialty Mfg. Co., St. Anthony Park, Minnesota.
- HOUSEHOLD GOODS**
 Aluminum Goods Mfg. Co., Manitowoc, Wis.
 Baker, Hamilton & Pacific Co., San Francisco.
 Central Stamping Co., New York, N. Y.
 Cordley & Hayes, New York, N. Y.
 Corning Glass Works, Corning, N. Y.
 Dunham, Carrigan & Haydean, San Francisco, Cal.
 The Handy Mfg. Co., Chicago, Seattle.
 Jensen, King, Byrd Co., Spokane, Wa.
 Lalance & Grosjean Mfg. Co., New York, Chicago and San Francisco.
 Landers, Frary & Clark, New Britain, Connecticut.
 Mangrum & Otter, Inc., San Francisco.
 Fred J. Meyers Mfg. Co., Hamilton, O.
 National Kitchen Products Co., San Francisco, Cal.
 New York Stamping Co., Brooklyn, N.Y.
 Nu-Sink Co., Los Angeles and San Francisco, Cal.
 Ontario Knife Co., Franklinville, N. Y.
 Orvus Mfg. Co., Boston, Mass.

WHERE TO BUY—Continued

Schlichter Mfg. Co., Hamilton, Ohio.
Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
United States Corporation, N. Y.
United States Stamping Co., Mounts-ville, W. Va., San Francisco, Portland.
Wheeling Corrugating Co., Wheeling, W. Va.

ICE CREAM FREEZERS
North Bros. Mfg. Co., Philadelphia.

ICE SCALES
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.

INTERIOR METAL DECORATIONS
Wheeling Corrugating Co., Wheeling, W. Va.

IRON AND STEEL
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

Wheeling Corrugating Co., Wheeling, W. Va.
Whiton Hardware Co., Seattle, Wash.

JACKS—Carriage, Truck
Lane Bros. Co., Poughkeepsie, N. Y.

JAPANNED WARE
Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.

JOIST HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.

KICK PLATES
Bommer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

KNIVES
Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES
Chicago Spring Butt Co., Chicago, Ill.

LAWN MOWERS
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Pennsylvania Lawn Mower Co., Philadelphia, Pa.

Simmons Hdw. Co., St. Louis, Mo.

LAWN SPRINKLERS
Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.
Will's Sprinkler Co., Los Angeles, Cal.

LAWN SWEEPERS
Philadelphia Lawn Mower Co., Philadelphia, Pa.

LENSES
Corning Glass Works, New York, N. Y.
Osgood Lens & Supply Co., Chicago.

LEVELS
Bridgeport Hardware Mfg. Corp., Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Britain, Conn.

LINOLEUM
Armstrong Cork Co., Lancaster, Pa.

LOCKS
P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

LUBRICATING OIL
Tide Water Oil Company, New York, San Francisco, Boston, Philadelphia and Chicago.

MANUFACTURERS' AGENTS
Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
Norman Cowan, San Francisco, Cal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Francisco, Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
A. W. Dow, San Francisco.
Geo. F. Eberhard Co., San Francisco.

Ewing-Lewis Co., San Francisco and Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San Francisco, Cal.
Edward Knoble & Son, Tacoma, Wash.
Chas. L. Lewis, San Francisco.
French & Linforth, San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los Angeles.

R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jones, Los Angeles, San Francisco.

O. N. & F. W. Jones, San Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
Mayrant Conner, San Francisco.
McDonald & Linforth, San Francisco.
Morgan & Allen, San Francisco.
J. T. McDevitt, San Francisco.
T. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.

Jno. T. Rowntree, San Francisco, Portland, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los Angeles, Portland, Seattle.
C. P. Rust & Co., San Francisco, Cal.
O. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.
J. A. Tutthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS
Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. Y.
The James Swan Co., Seymour, Conn.

METAL CEILING
Wheeling Corrugating Co., Wheeling, W. Va.

METAL LATH
Wheeling Corrugating Co., Wheeling, W. Va.

METAL SHINGLES
Wheeling Corrugating Co., Wheeling, W. Va.

MILLS—Coffee, Spice, Corn
Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES
H. O. Marsh Co., Rockford, Ill.

MITRE MACHINES
H. O. Marsh Co., Rockford, Ill.

NAILS
Pittsburgh Steel Co., Pittsburgh and San Francisco.

NAIL CLIPS
H. O. Cook Co., Ansonia, Conn.

NAIL SETS
James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES
American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle, Washington.

OIL STOVES
George M. Clark & Co., Division American Stove Co., Chicago and San Francisco.
Ringen Stove Co., St. Louis, Mo.

PAINTS
The Brininstool Co., Los Angeles, Cal.
Wm. Connors Paint Mfg. Co., Troy, N. Y.
Joseph Dixon Crucible Co., Jersey City, N. J.
Montauk Paint Mfg. Co., Brooklyn.
R. N. Nason & Co., San Francisco, Cal.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevell-Paterson Hardware Co., Salt Lake City, Utah.

PAINT BRUSHES
Rubberst Company, Newark, N. J.

PEDAL PADS
Auto Pedal Pad Co., New York, N. Y.

PIPE
Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Anniston, Ala.
American Enameling Mfg. Corp., New York, N. Y.
American Foundry & Pipe Co., Peasas Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte, N. C.

Ocoosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Brooklyn, N. Y.
National Pipe & Foundry Co., Attalla, Ala.
Reading Foundry & Supply Co., Reading, Pa.

Salem Brass & Iron Mfg. Co., Salem, New Jersey.
Sanitary Co. of America, Linfield, Pa.
Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS
Buffum Tool Co., Louisiana, Mo.

PIPE FITTINGS
Rhode Island Fittings Co., Hillsgrove, Rhode Island.

PIPE HANGERS
Beaton & Cadwell Mfg. Co., New Britain, Conn.

PIPE HOOKS
Berger Bros. Co., Philadelphia, Pa.

PIPE WRENCHES
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.
Trimont Mfg. Co., Roxbury, Mass.

PISTON RINGS
Automobile Accessories Co., Baltimore.

PIVOTS—Ball Bearing
Bommer Bros., Brooklyn, N. Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLATES—Kick
Bommer Bros., Brooklyn, N. Y.

PLIERS
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.

PLUMBING SPECIALTIES
Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisiana, Mo.
C. F. Church Mfg. Co., Holyoke, Mass.
Otto Bernz, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit, Michigan.

Orescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hillsgrove, Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.

POLISHES
The Cedarwax Co., Los Angeles.
Crystal-lac Distributing Co., San Francisco, Los Angeles, Seattle.

PRUNING HOOKS
Henry Disston & Sons, Philadelphia.

PRUNING SHEARS
Granucci Hardware Co., San Francisco.
Peck, Stow & Wilcox Mfg. Co., South-ington, Conn. and Cleveland, Ohio.

WHERE TO BUY—Continued

PUMP VALVES AND PLUNGERS
Berger Bros. Co., Philadelphia, Pa.

PUMPS
Goulds Mfg. Co., Seneca Falls, N. Y.
Grooten Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.

PUNCTURE CURE
Alcemo Mfg. Co., Newark, N. J.

PUSH PLATES
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES—Key and Wood
Beaton & Cadwell Mfg. Co., New Britain, Conn.

RAILWAY CAR MOVERS
G. D. Rowell & Son, Appleton, Wis.

RANGES
Jas. Graham Mfg. Co., San Francisco, California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.

REAMERS
Greenfield Tap and Die Corporation, Greenfield, Mass.

REFRIGERATORS
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Louis, Mo.

RIVETS
Edwin B. Stimpson Co., Brooklyn, N. Y.

RIVETING MACHINES
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.

ROASTERS
Central Stamping Co., Brooklyn, N. Y.

ROOFING
Pioneer Paper Co., Los Angeles, Cal.

ROOFING CEMENT
Wm. Connors Paint Mfg. Co., Troy, New York.

ROPE
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.

RULES
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.

SAD IRONS
W. H. Howell Co., Geneva, Ill.

SASH CORD
Samson Cordage Works, Boston, Mass.

SAWS
Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simmonds Mfg. Co., Fitchburg, Mass.
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.

SAW SETS
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

SCALES
John Chatillon & Sons, New York.
Detroit Automatic Scale Co., Detroit,
Mich.
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.

SCREW CASES
American Bolt & Screw Case Co., Day-
ton, O.

SCREW DRIVERS
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Brit-
ain, Conn.

SCREEN DOOR SETS
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.

SEEDS
Aggeler & Musser, Los Angeles, Cal.

SHARPENING MACHINE
Hyfield Mfg. Co., New York, N. Y.

SHAVING BRUSHES
Rubberstet Co., Newark, N. J.

SHEETS
Brier Hill Steel Co., Youngstown, O.,
and San Francisco.

SHEEP SHEARING MACHINES
AND TOOLS
Chicago Flexible Shaft Co., Chicago.

SHEETS—Black and Galvanized
Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS
Peters Cartridge Co., San Francisco
and Cincinnati, O.

SKILLETTS
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SLIDING CASTERS
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.

SLIDING DOOR LATCHES
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.

SNAPS
Covert Mfg. Co., Troy, N. Y.

SOLDER
Wheeling Corrugating Co., Wheeling,
W. Va.

SPORTING GOODS
Colt's Patent Firearms Co., Hartford,
Conn.

Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Strevell-Peterson Hardware Co., Salt
Lake City, Utah.

SPRAYING OUTFITS
Goulds Mfg. Co., Seneca Falls, N. Y.

SPRING LEAF SPREADER
Spring Leaf Lubricator Co., Ann Ar-
bor, Mich.

SPRINKLERS AND HOLDERS
Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

STAMPED STEEL HARDWARE
Shelby Spring Hinge Co., Shelby, O.

STANDS AND LASTS
Star Heel Plate Co., Newark, N. J.

STAPLES—Wire
McKinney Mfg. Co., Pittsburgh, Pa.

STEAK AND FISH PLANKS
Lansing-Company, San Francisco, Cal.

STEEL FENCE POSTS
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle.

STOCKS AND DIES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

STOVES
George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.

Quiter & Procter Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wa.
Mangrum & Otter, Inc., San Francisco.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER
Packham Crimper Co., Mechanicsburg,
Ohio.

STOVE PUTTY
William Connors Paint Mfg. Co., Troy,
New York.

STOVE REPAIRS
Spokane Stove Repair Works, Spo-
kane, Wash.

TACKLE BLOCKS—Automatic
Lane Bros. Co., Poughkeepsie, N. Y.

TANKS—Pneumatic Water Supply
Wm. B. Seale & Sons, Pittsburgh, Pa.

TAPS AND DIES
Greenfield Tap and Die Corporation,
Greenfield, Mass.

TAPES
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.

THREADING MACHINES
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

TIMBER HANGERS
Lane Bros. Co., Poughkeepsie, N. Y.

TINWARE
Central Stamping Co., New York, N. Y.
Schluster Mfg. Co., St. Louis, San
Francisco, Seattle, Denver.

TIRES
Century Plainfield Tire Co., Plainfield,
N. J.
Diamond Rubber Co., Akron, San
Francisco and Seattle.
B. F. Goodrich Co., Akron, Ohio.
Hartford Rubber Works Co., New York
McGraw Tire & Rubber Co., East Pal-
estine, Ohio.
U. S. Tire Co., New York, N. Y.

TIRE PUMPS
J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS
Richards-Wilcox Mfg. Co., Aurora, Ill.

TOOLS
Mound Tool Co., St. Louis, Mo.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

TOOL HOLDERS
J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS
Buffum Tool Co., Louisiana, Mo.
Excelsior Bag & Mfg. Co., Troy, N. Y.

TORCHES
Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J.

TROLLEYS—Overhead
Lane Bros. Co., Poughkeepsie, N. Y.

TRUCKS
Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., New-
ark, N. J.

TRUNKS AND BAGS
Salt Lake Hardware Co., Salt Lake
City, Utah.

VACUUM BOTTLES
Landers, Frary & Clark, New Britain,
Conn.

VISES
Goodell-Pratt Co., Greenfield, Mass.
H. C. Marsh Co., Rockford, Ill.

WASHING MACHINES
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.

WASHERS—Wrought Steel
The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee.

WASTE
Royal Mfg. Co., Rahway, N. J.

WEEDERS
J. E. Gilson Co., Fort Washington,
Wis.

WHEELBARROWS
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

WIRE AND WIRE SPECIALTIES
United States Steel Products Co., San
Francisco, Los Angeles, Portland
and Seattle.
Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

WRENCHES
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge-
port, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Frank Momborg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trumont Mfg. Co., Roxbury, Mass.

WRINGERS
Eagle Woodenware Mfg. Co., Hamilton,
Ohio

WROUGHT STEEL WASHERS
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.

INDEX TO ADVERTISERS

Abendroth Bros. 15
 Abingdon Trap Co. 56
 Aggeler & Musser Seed Co. 58
 Alabama Pipe & Foundry Co. 15
 Aluminum Goods Mfg. Co. 5
 American Bolt & Screw Case Co. 41
 American Chain Co. 109
 Anniston Foundry Co. 15
 American Foundry & Pipe Co. 15
 American Enameling Mfg. Corp. 15
 American Steel & Wire Co. 14
 Armstrong Cork Co. 23
 Armstrong Mfg. Co. 147
 Atlas Mfg. Co. The 42
 Automobile Accessories Co. 127
 Automatic Lawn Sprinkler Co. 54

Baker, Hamilton & Pacific Co. 63
 Baldwin Refrigerator Co. 28
 Bassick Co. 52
 Beaton & Cadwell Mfg. Co. 147
 Beaton & Corbin Mfg. Co. 149
 Berger Bros. Co. 40
 Bernz, Otto 149
 Bessemer Soil Pipe Co. 15
 Bommer Bros. 43
 Born Machine & Foundry Co. 117
 Boston Brass Co. 143
 Boston Woven Hose & Rubber Co. Cover
 Bridgeport Hdw. Mfg. Co. 36
 Brier Hill Steel Co. 96
 The Brininstool Co. 99
 Buckeye Aluminum Co. 30
 Buffalo Forge Co. 39
 Buffalo Sled Co. 59
 Buffum Tool Co. Cover

Campbell Mfg. Co. 15
 Casey-Hedges Co. 15
 Cedarwax Co. 131
 Central Foundry Co. 15
 Century Plainfield Tire Co. 111
 Charlotte Pipe & Foundry Co. 15
 Chicago Flexible Shaft Co. 6
 Chicago Spring Butt Co. 35
 John Chatillon Sons 31
 O. J. Childs Co. 53
 C. F. Church Mfg. Co. 143
 George M. Clark & Co. 72
 Clayton & Lambert 147-152
 Cleveland Galvanizing Works Co. 7
 Coleman Lamp Co. 53
 Colt's Patent Firearms Co. 65
 Columbian Rope Co. 48
 Connors, Wm., Paint Co. 57
 H. C. Cook Co. 126
 Coosa Pipe & Foundry Co. 15
 Corning Glass Works 27
 Cordley & Hayes 71
 Corbin Screw Corporation 121
 P. & F. Corbin 10
 Covert Co. 36
 Crescent Tool Co. 149
 Crown Pipe & Foundry Co. 15
 Crystal-lac Distributing Co. 134
 Culter & Proctor Stove Co. 51
 Curtis Pneu. Machinery Co. 127

Delta File Works 29
 Detroit Automatic Scale Co. 101
 Diamond Rubber Co. 103
 Ferdinand Dieckmann Co. 49
 Henry Disston & Sons 38
 Joseph Dixon Crucible Co. 121
 Domes of Silence Co. 53
 Dunham, Carrigan & Hayden Co. 125
 Du Pont Powder Co. 55

Eagle Woodware Mfg. Co. 48
 Elastic Tip Co. 20
 Enterprise Mfg. Co. 33
 Excelsior Bag & Mfg. Co. 53

Gadsden Pipe Co. 15
 Giant Powder Co. 19
 J. E. Gilson Co. 58
 Goodell-Pratt Co. 16

B. F. Goodrich Co. 103
 Goodyear Rubber Co. 44
 Goulds Mfg. Co. 39
 Graham Mfg. Co., Jas. 57
 Granucci Hardware Co. 71
 Greenfield Tap & Die Corporation 139
 Groetken Pump Co. 119

Chas. R. Hadley Co. 100
 Haines, Jones & Cadbury Co. 15
 L. P. Halladay & Co. 117
 Hammond Lumber Co. 45
 J. H. Haney & Co. 119
 Hays Mfg. Co. 145
 Hess-Snyder Mfg. Co. 49
 A. M. Holter Hdw. Co. 64
 Honeyman Hardware Co. 64
 W. H. Howell Co. 127
 Hunt, Helm, Ferris & Co. 8
 Hyfield Mfg. Co. 41

International Silver Co. 26
 Iron & Steel Board of Trade 70
 Irving-Pitt Mfg. Co. 118

Jensen-King-Byrd Co. 56
 J. D. Johnson Co. 15

Keystone Mfg. Co. 147
 M. L. Kline 139
 Krupp Foundry Co. 15

Lalace & Grosjean Mfg. Co. 33
 Landers, Frary & Clark 22
 Lane Bros. Co. 128
 Lansing Company 55
 Lawson Mfg. Co. 42
 Lee Broom & Duster Co. 65
 Lindemann, O. & Co. 42
 Lufkin Rule Co. 45

Machine Appliance Corporation 127
 Maine Mfg. Co. 32
 Mangrum & Otto 69
 H. C. Marsh Co. 47
 McCaffrey File Co. 43
 McGraw Tire & Rubber Co. 107
 McKinney Mfg. Co. 35
 Medina Foundry Co. 15
 Meriden Britannia Co. 26
 Meyers Mfg. Co., Fred J. 58
 Monamobile Oil Co. 121
 Montauk Paint Mfg. Co. 99
 Motor Car Supply Co. 119
 Mound Tool Co. 115
 Frank Mossberg Co. 117

R. N. Nason Co. 98
 National Cash Register Co. 21
 National Foundry Co. 15
 National Kitchen Products Co. 64
 National Pipe & Foundry Co. 15
 New Haven Clock Co. 58
 New York Stamping Co. 24
 C. S. Norcross & Sons 50
 North Bros. Mfg. Co. 52
 Northern Refrigerator Co. 25
 Nu-Sink Co. 131
 Nye Tool & Machine Works 152

Ontario Knife Co. 32
 Onward Mfg. Co. 126
 Orona Mfg. Co. 45
 Osgood Lens & Supply Co. 105

Pacific Sanitary Mfg. Co. 141
 Pacific Mercantile Agency Co. 58
 Packham Crimper Co. 85
 Parker Supply Co. 71
 Peck, Stow & Wilcox Co. 11
 Henry W. Peabody Co. 53
 Pelouze Mfg. Co. 59
 Pennsylvania Lawn Mower Co. 29
 Peters Cartridge Co. 59
 Philadelphia Lawn Mower Co. 17

Phoenix Horse Shoe Co. 12
 Pioneer Paper Co. 65
 Pittsburg Steel Co. 97
 Porter, H. K. 40
 Portland Cordage Co. 44
 Progressive Mfg. Co. 42
 Proudfit Loose Leaf Co. 93

Reading Saddle & Mfg. Co. 47
 Reading Foundry & Supply Co. 15
 Revere Rubber Co. 113
 Rhode Island Fittings Co. 141
 Richards-Wilcox Mfg. Co. 37
 Ringen Stove Co. 62
 Romort Mfg. Co. 115
 G. D. Rowell & Son 53
 Royal Mfg. Co. 123
 Royal Iron Mfg. Co. 51
 Rubbertest Co. 99
 A. C. Rulofson Co. 96-97
 Russell & Erwin Mfg. Co. 9-34

Safety Door Hanger Co. 47
 Salem Brass & Iron Mfg. Co. 15
 Salt Lake Hardware Co. 54
 Samson Cordage Works 47
 Sanitary Co. of America 15
 Sargent & Co. 13
 Wm. B. Scaife & Sons 145
 Schaw-Batcher Co. 56
 Schlachter Mfg. Co. 65
 Schlueter Mfg. Co. 69
 R. F. Sedgely 95
 Sedgwick Machine Works 65
 Shelby Spring Hinge Co. 38
 Shelton Tack Co. 65
 Simmonds Mfg. Co. 36
 Simmons Hardware Co. 4
 Smith Mfg. Co., F. H. 40
 Somerville Iron Works 15
 Smooth-On Mfg. Co. 139
 Specialty Mfg. Co. 40
 Spokane Stove & Furnace Repair Works 64
 Spring Leaf Lubricator Co. 118
 Standard Foundry Co. 15
 Stanley Rule & Level Co. 31
 Stanley Works Cover
 Starrett, L. S. & Co. 3
 Star Heel Plate Co. 30
 Staybestos Mfg. Co. 127
 Edwin B. Stimpson Co. 50
 Stuber Paterson Hardware Co. 57
 Stubbs & Kuck 58
 Superior Mfg. Co. 15
 Superior Spring Hinge Co. 41
 Jas. Swan Co. 37

Thomas Savill's Sons 143
 Thomson-Diggs Co. 62
 Thompson Mfg. Co. 55
 Tide Water Oil Company Cover
 Trimont Mfg. Co. 145
 Triner Scale Mfg. Co. 57
 Tritch Hardware Co. 66-67
 Turner Brass Works 147

Union Foundry Co. 15
 Union Hardware & Metal Co. 60
 United Royalties Co. 72
 Universal Caster & Foundry Co. 52
 U. S. Stamping Co. 94
 U. S. Steel Products Co. 14

Vaughan & Bushnell 43

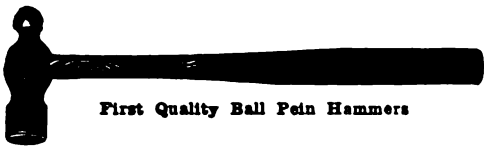
R. M. Wade & Co. 18
 Wagner Mfg. Co. 49
 Weed Chain Tire Grip Co. 109
 Weiskittel & Son Co. 15
 H. Wetter Mfg. Co. 15
 Wheeling Corrugating Co. 51
 Whittaker-Glessner Co. 51
 Whiton Hardware Co. 61
 Will's Sprinkler Co. 53
 J. H. Williams Co. 41
 Hamp Williams Hardware Co. 50
 Wrought Washer Mfg. Co. 43

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN"

"Swastika" Trade Mark Registered U. S. Patent Office



First Quality Ball Pein Hammers



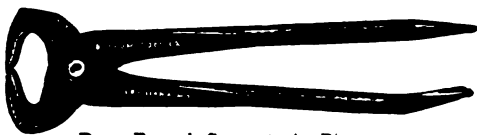
Cold Chisel
"Special" and Reliable Grades



Hollow Punch



Tinnerns' and Farmers' Rivet Sets



Drop Forged Carpenter's Pincers



Star Drill



Arch Punch



All Steel Monkey Wrench



Warranted



Gas Pipe Pliers



"Special" Machinist's Auto Punch
Polished and Blued



"Reliable" Sickle or Pin Punch



"Special" Knurled Sickle or Pin Punch
Blued



"Reliable" Hand Punch



"Reliable" Prick Punch



"Special" Knurled Prick Punch, Blued



"Reliable" Octagon Center Punch



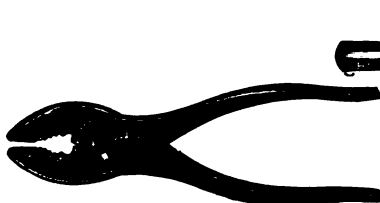
"Special" Knurled Center Punch, Blued



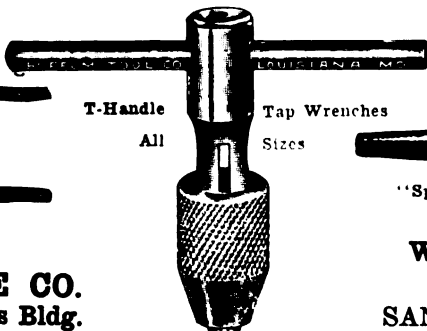
"Reliable" Octagon Nail Set



"Special" Knurled Nail Set, Blued



Combination Pliers
"Special" Quality Forged Steel



T-Handle
All
Sizes

Tap Wrenches
All
Sizes



"Special" Knurled Belt Punch, Blued

C. W. GAUSE CO.
Room 605 Williams Bldg.

Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.

Boston

Nozzle

MOST people demand this nozzle—
but even if an occasional customer
just says, "I want a nozzle for my
garden hose," you are sure to
close the sale right then and there if you
hand out this nozzle and say, "Here is
the Boston."

This nozzle is solidly made of fine cast brass, being extra heavy at the outlet to withstand the severe knocks caused by dropping the hose on stone or brick walks. It has a large barrel, thus enabling the stream of water to form before leaving the orifice. The special point in its favor is that it is easily and quickly regulated, a simple turn of the wrist changing the straight full stream to a coarse shower, to a fine spray, or to a finer mist.

The shut-off is complete. Being simple and strong in construction, the Boston Spray will not wear out or get out of order. Every nozzle is tested before it leaves the shop. Packed in paper boxes containing one dozen. Twelve boxes in a wooden case.

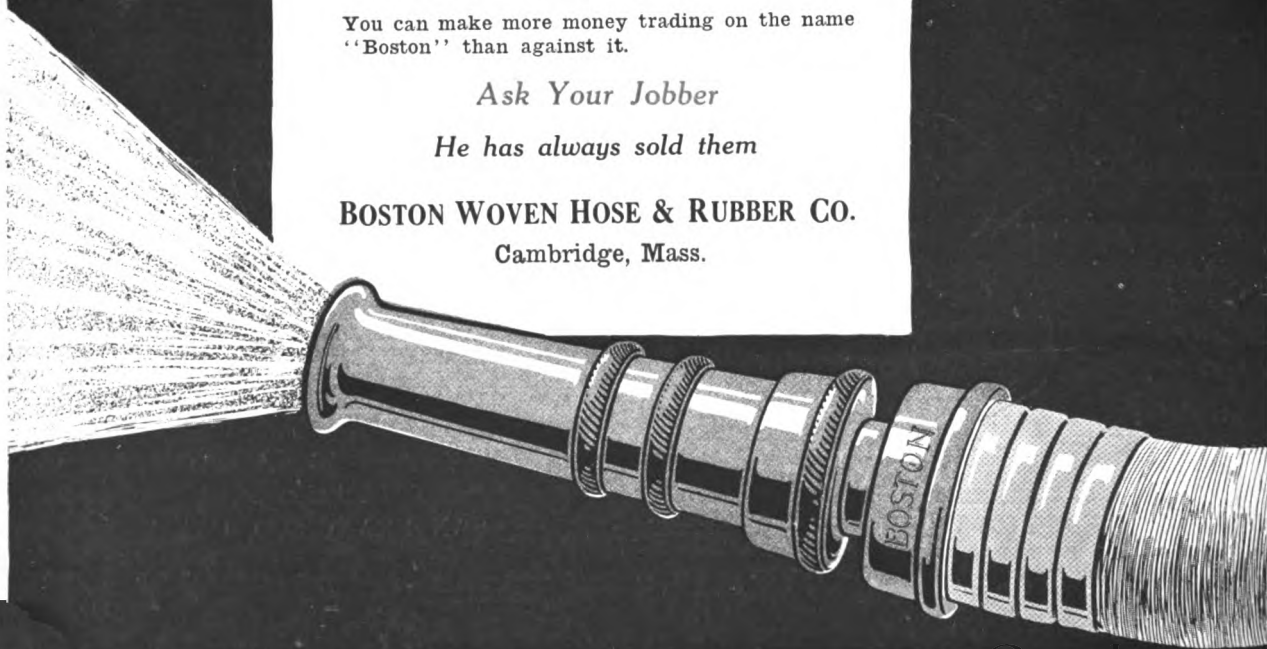
You can make more money trading on the name "Boston" than against it.

Ask Your Jobber

He has always sold them

BOSTON WOVEN HOSE & RUBBER CO.

Cambridge, Mass.



GIFT
APR 17 1918

Hardware

• PLUMBING AND HEATING •

World

MARCH 1918

B W H

Choose These Three

THE B-W-H advertised line of GARDEN HOSE gives you the cleanest possible working stock.

You have only three brands of Hose to carry; yet you can sell and satisfy every customer.

BULL DOG is for those who want the very best and are willing to pay for it. MILO (corrugated) satisfies the customer who is sold on a molded reel hose. GOOD LUCK is the popular priced brand and the largest seller in the world.

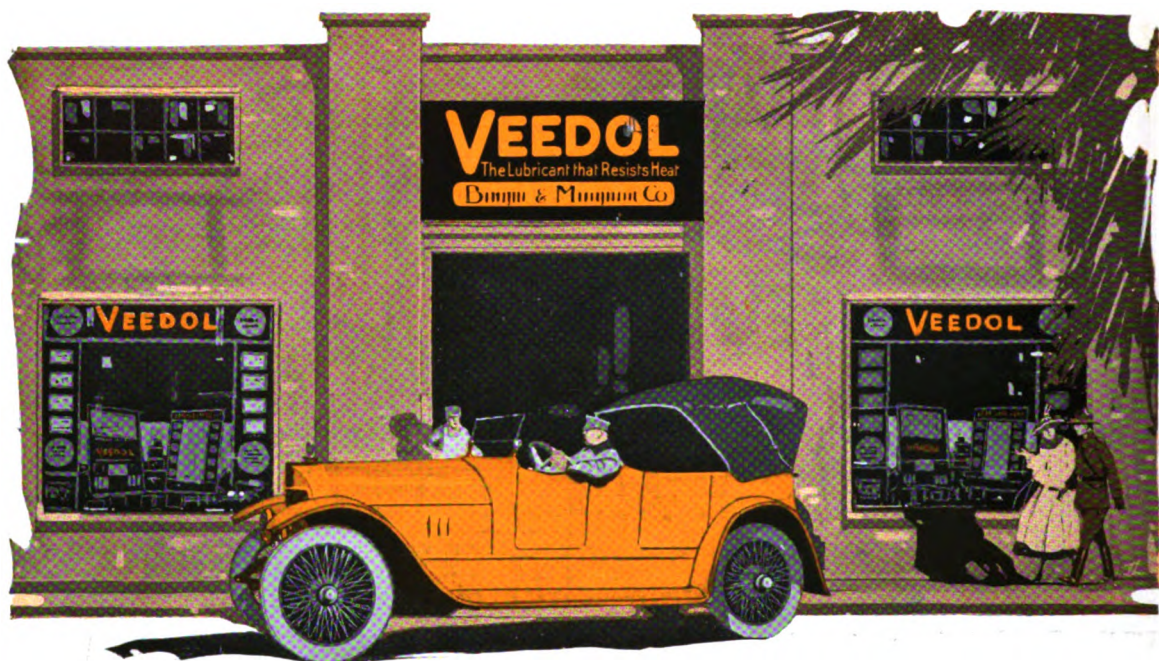
Add to these three standardized, nationally advertised brands, the BOSTON SPRAY NOZZLE, and you have the ideal combination.

You Invest Less — Yet You Sell More
Ask Your Jobber or Write Us Direct
Don't Wait Another Day — Do It Now

Boston Woven Hose & Rubber Co.

Largest Makers of Garden Hose in the World
Cambridge, Mass.





How Veedol will build up your business

When you display a Veedol sign over your door it means more to you than even a rapid increase of your profits from oil sales.

It means that your business in other automobile supplies — tires, tubes, spark plugs, greases, etc. — will soon begin to pile up profits for you.

There is a logical reason for this:

28,000,000 people recognize Veedol

You will be getting the benefit of the greatest national advertising campaign in the history of automobile lubricants—a campaign that reaches more than 28,000,000 people.

Veedol is used regularly in over a million motor vehicles. More than half of all the motorists who buy oil by name buy Veedol.

Sales of Veedol doubled last year, bringing \$2,000,000 in profit to the dealers. Dealers report

gains of 60%, 90%, 120% and over. The market is expanding rapidly.

Our advertising constantly increases the demand for Veedol. All you have to do is to display a Veedol sign to bring this growing business to you.

Made by exclusive process

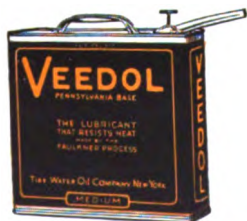
Sediment in ordinary oil is one of the greatest causes of wear in automobile engines.

The two bottles show how superior Veedol is to ordinary oil in this respect. Veedol reduces sediment 80%.

This is because Veedol is made by the famous Faulkner Process, recently discovered and used exclusively by the Tide Water Oil Company.

Other fast sellers

Veedol greases will supplement your oil sales. There is a Veedol grease for every purpose, and each is of the same high quality as Veedol.



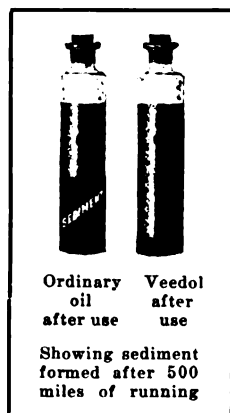
TIDE WATER OIL CO.

VEEDOL DEPARTMENT

Bowling Green Building - - New York

BRANCHES

Boston Philadelphia Chicago San Francisco



Hack Saw Mileage



Just as some tires puncture and some wear out, some hack saws break, others dull quickly.

The utmost in hack saw mileage requires a saw that is hard enough to cut keenly, yet not too brittle.

Starrett Hack-Saws

give the utmost mileage—they are of the highest quality just as Starrett Tools are of the highest quality. Tungsten steel to start with, milled teeth, the right set, and hardened just right for the metal it is intended to cut. And this hardening is important—combined with the right shape of teeth and the best number per inch it insures quickest cutting, thereby saving mechanics' time—the greatest possible saving.

But to get most mileage from a hack saw, even a Starrett, the right saw must be used. It's easy to find out what is the right saw to recommend, for the metal or shape—from page 208 of the Starrett Catalog No. 21 BF.



The L. S. Starrett Co.

The World's Greatest Toolmakers
ATHOL, MASS.

New York

London

Chicago



ORDER TODAY
FOR FUTURE SHIPMENT

KEEN KUTTER **GRAPE KNIVES**

No. K51



Highest Grade Forged
Crucible Steel Curved
Blade; Uniformly Tem-
pered; Highly Polished;
Carefully Ground and
Sharpened for use. Oval
Beechwood handle; fast-
ened in handle by 3 steel
rivets.

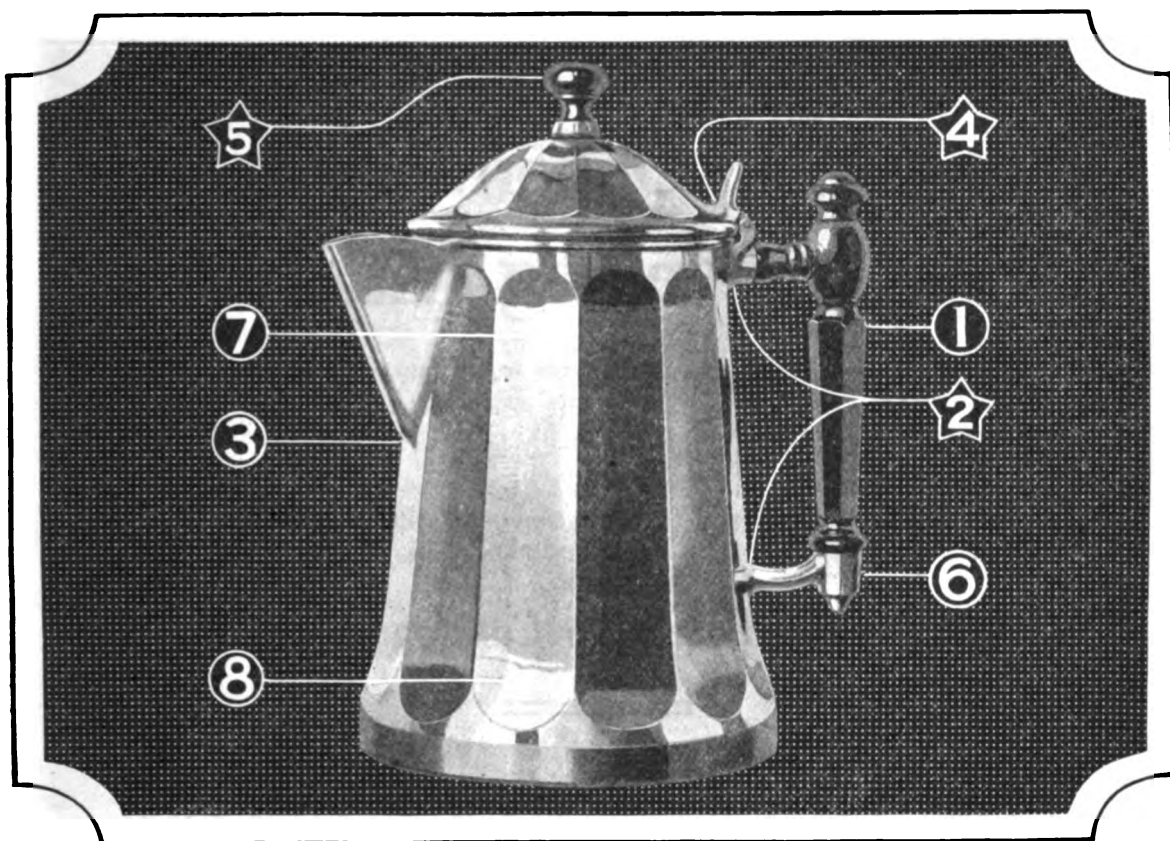
*Retail
Suggested
Price
20c.*

*Packed one dozen
in a cardboard
box.*

SIMMONS HARDWARE CO.

ST. LOUIS

NEW YORK



Perfection in a Coffee Pot

Eight perfections meet in this beautiful Mirro Coffee Pot, characteristic of the unusual refinement and utility of every article of Mirro Aluminum. Any one of them alone would indeed denote superiority. Together they constitute a combination of excellence simply unmatched.

The handle (1) is accurately designed to fit a woman's hand comfortably, with every regard for proper balance when pouring. It is highly ebonized, detachable, and is fashioned to afford a sure grip without effort.

☆ Handle sockets (2) are welded on, so is the spout (3), as is also the combination hinge and cover tipper ☆(4).



☆ The rivetless, no-burn ebonized knob (5) is another feature "starred" with 2 and 4 as belonging exclusively to the Mirro line.

Flame guard (6) prevents handle from burning. A little thing, but a very big one where the beauty and long life of the handle are concerned.

Number (7) is the famous Mirro finish, a mirror surface that is easy to keep like new. The design (8) is rich Colonial, always in good taste. Also made in plain round style.

A quarter century of better aluminum making by one of the world's largest makers of aluminum ware is wrought into every Mirro article.

Dealers: If you are not already handling this popular and big selling line, write today for dealer catalog and interesting sales plan.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM

Reflects
Good Housekeeping

Now is Your Opportunity to Sell Sheep Shearing Machines

With wool at present high prices there is an unprecedented demand for Stewart Sheep and Goat Shearing Machines because they get 15 per cent more wool than can be obtained with hand shears, to say nothing of the saving in time and labor.

There will be a number of Stewart Machines sold this spring in every sheep locality. Get your share of the business—it pays.

Write Immediately for Catalogue No. 65

The Big Six-In-One Tool

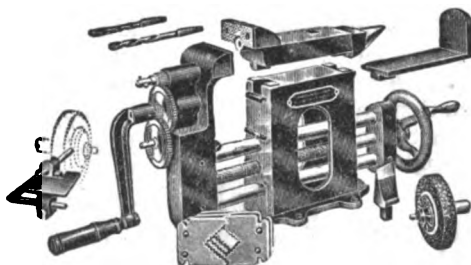
is one of the best propositions for quick dealer sales and good profit we have ever offered.

Retail Price Complete
With All
Attachments Shown

\$16.00

East of Denver
\$14.00.

Weights, 90 Pounds



For the
Farm, Shop, Gar-
age and Home

Will Quickly Pay
for Itself

Six Tools in One Sturdy Device—Drill Press, Powerful Vise, Pipe Vise, Grinding Machine, Anvil and Metal Cutter. Three speeds—direct, 4 to 1, 16 to 1.

DEALERS—Display the Stewart Handy Worker (Six-in-One Tool) and immediate sales will follow. Good profits for you. If your jobber can't supply you, we will.

Chicago Flexible Shaft Company

5608 Twelfth Street, Chicago, U. S. A.



The Union Fork & Hoe Co.

**Manufacturers of a Complete Line of
High Grade**

Forks, Hoes, Rakes and Hooks

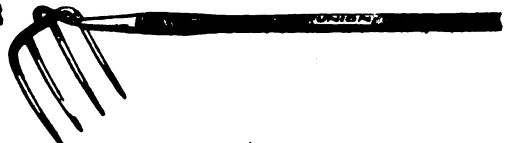


**General Offices
COLUMBUS, OHIO**

**Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO**



“They’re Just Right — Strong But Light”

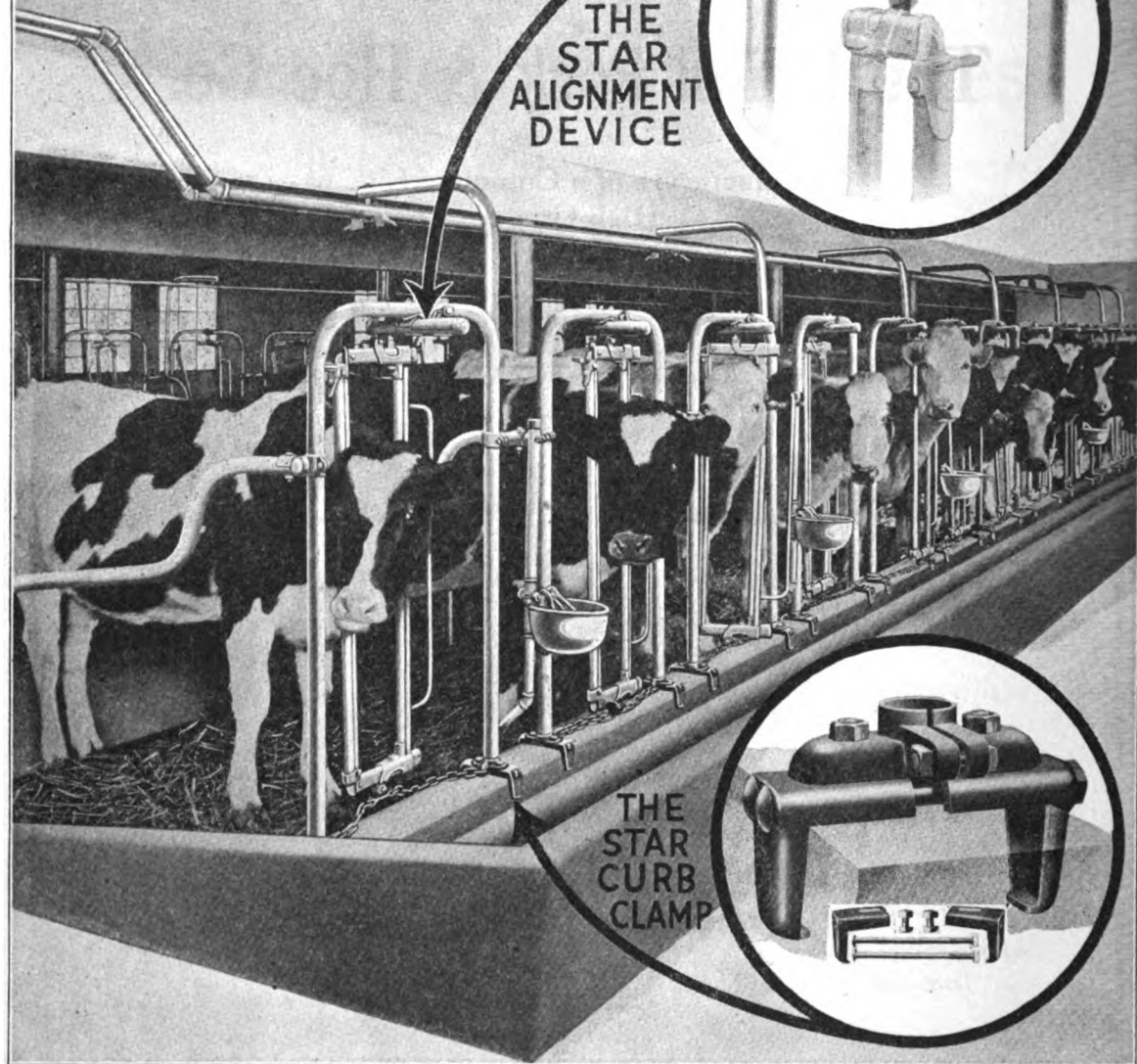
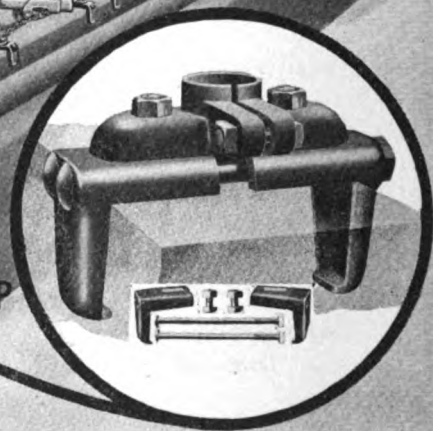


STAR Steel Stalls, Stanchions and Litter Carriers

THE
STAR
ALIGNMENT
DEVICE



THE
STAR
CURB
CLAMP



The Two Features That Cinch The Sale

You know that the nearer you come to carrying exactly what your customers want, the bigger your sales are bound to be. The two big, new, added features on Star Barn Equipment have been in use long enough to demonstrate that they "cinch the sale" every time our dealers show them. The **Star Alignment Device** instantly—by the simple turn of a lever—lengthens or shortens the cow bed. Takes about the same time that it does to lock a stanchion. Compare this exclusive Star feature with the slow, laborious methods used on other stalls. Then there is the **Star Curb Clamp**—by its aid the barn owner can set a stall in sixty seconds. No templates or anchor setting—the curb can be finished up with the rest of the concrete work. On top of these new and exclusive features, Star Barn Equipment has more practical advantages to offer than any other equipment made. The Unit Stall construction—the extra strong Giant Star Stanchion with its One-Hand Lock, Wood Lining and Easy Adjustment—but what's the use of trying to tell it all here? Write for a free copy of the "How Book" for contractors, and send us a list of the farmers who are going to build or remodel barns in your vicinity. Write today.

THE STAR ALIGNMENT DEVICE—Our new feature—the Star Alignment Device—is a revolutionary improvement in stall construction. By its aid you can instantly, with the simple turn of a lever, lengthen or shorten the cow bed. And it takes no longer to make the adjustment than it does to lock a stanchion. You may, if desired, equip with plain Star Stalls and add the Alignment Device later.

THE STAR CURB CLAMP—This exclusive Star feature is pronounced by barn owners everywhere, the greatest single improvement ever made in steel stall construction. And—it is exclusive with the Star. Does away with templates and anchor setting and enables you to finish up your curb with the rest of the concrete work. When the stalls arrive, drop them in place, tighten the draw bolts of the Star Curb Clamp, and the job is done.

Main Office and Factory,
54 Hunt St., Harvard, Ill.

HUNT, HELM, FERRIS & COMPANY

Eastern Branch, Industrial
Bldg., Albany, New York

PACIFIC COAST DISTRIBUTORS:

Parlin & Orendorff Plow Co., Portland, Ore.; Goff Bros., Forest Grove, Ore.; Everett-Saindor Co., Chehalis, Wash.; Dairy Machinery Co., Seattle, Wash.; Holley-Mason Hardware Co., Spokane, Wash.; Pacific Dairy Machinery Co., San Francisco

NICHOLSON

The Imprint of File Quality—

Shrewd merchants find it was to feature the NICHOLSON imprint at the very commencement of the sale.

They discover in this familiar stamp a means whereby they can gain instant recognition and approval resulting in a saving of time and selling expense.

The NICHOLSON trade mark stands for over fifty years of specialized experience; stands for a guarantee of shape, cut, quality and temper; for maximum service and positive file satisfaction.

Have you read our booklet FILE PHILOSOPHY? If not, by all means get it at once.

**Nicholson
File Co.**


Providence, R. I.
U. S. A.




ORBIN

MASTER KEYED CYLINDER


FRONT DOOR



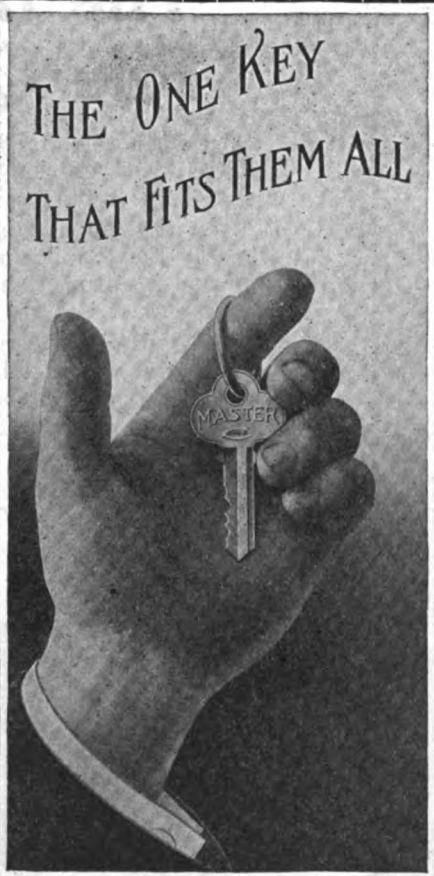
BACK DOOR




SIDE ENTRANCE




THE ONE KEY
THAT FITS THEM ALL




OFFICE



GARAGE



STORE ROOM



The Only Master-Keyed Cylinder Lock

With a separate and independent locking point for the master key,
giving in effect two locks in a single shell and using the same key-way

P. & F. CORBIN
The American Hardware Corporation, Successor

NEW BRITAIN

NEW YORK

CHICAGO

PHILADELPHIA



In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you get them working together.

One sells Braces, another sells Chisels, a third sells Pruning Shears, while the others are selling Pliers, Snips and Screw Drivers. They all **SELL**.

And while each one is selling its particular specialty, all together they are selling PEXTO. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn.

Cleveland, O.

Address correspondence to 207 W. Center St., Southington, Conn.

PEXTO

MECHANICS' HAND TOOLS

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

**PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES**

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

Pocatello, Idaho

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

Sell the stumping powders that do better work

Farmers say:

Used Tons

"I used about eleven tons of your Giant Stumping and Eureka Stumping Powder last year. The stumps removed were from eighteen inches to five feet in diameter and we had the very best of satisfaction with both grades of stumping powder we purchased from you."

H. F. SAMUELS,
Spokane, Wash.

Requires No Thawing

"I can strongly recommend your Giant Eureka Stumping Powder, as I have had better results from it than from any other powder I have used. It has no sickening fumes and requires no thawing."

A. E. ADKINS,
Woodbury, Ore.

Wide Breaking Powder

"Eureka Stumping Powder has a wide breaking power and less fumes and gases to contend with after being exploded than any other powder."

G. L. METZGER,
Hilldale, Ore.

Wants to Get Rid of Other Brand

"I bought five boxes of Eureka Stumping Powder and now I want to sell a lot of other powder that I have. The other powder makes me terribly sick when I try to use it, while Eureka does not give me the least sign of sickness or headache."

RUDOLPH STADELI,
Russellville, Ore.

Best He Has Used

"Eureka shoots the roots and spreads wide in the ground instead of going down. It is the best powder we have used."

G. S. MCCARTNEY,
Russellville, Ore.

Used All; Prefers Eureka

"I have used practically every powder on the market and I find there is more strength in Eureka than in any other."

J. L. EIDSON,
Silverton, Ore.

Thousands of farmers in every Pacific Coast State use Giant Farm Powders exclusively. Many of them have tried other makes but have found that the Giant brands give them better results at lower cost. Read the letters from some of these farmers and you will see why merchants who sell Giant Farm Powders are selling them in larger volume every season.

Your trade will prefer

GIANT FARM POWDERS
STUMPING — AGRICULTURAL

because they are made in the West especially to suit Western conditions. They are the only genuine "giant powders." They are made in two brands, Eureka Stumping, a money-saving, low-freezing explosive, and Giant Stumping, the pioneer western farm powder. They are the product of the oldest manufacturer of high explosives in the United States.

If you want more profit

from your business in explosives, we will help you to get it. We will supply you with valuable books on stump blasting, tree planting, subsoiling and ditch blasting, to give to your trade. We will send you the names of farmers who write us as a result of our extensive advertising in 18 farm papers and many large newspapers reaching 590,000 farmers each issue. We will furnish free fence signs, store signs, newspaper electrotypes, etc.

Our book, "Helping the Retailer Sell Giant Farm Powder," tells how we co-operate with the hardware trade. You will find it well worth sending for. Write to-day. The coupon will bring it quickly.

The Giant Powder Co., Con., San Francisco
227 First National Bank Bldg.

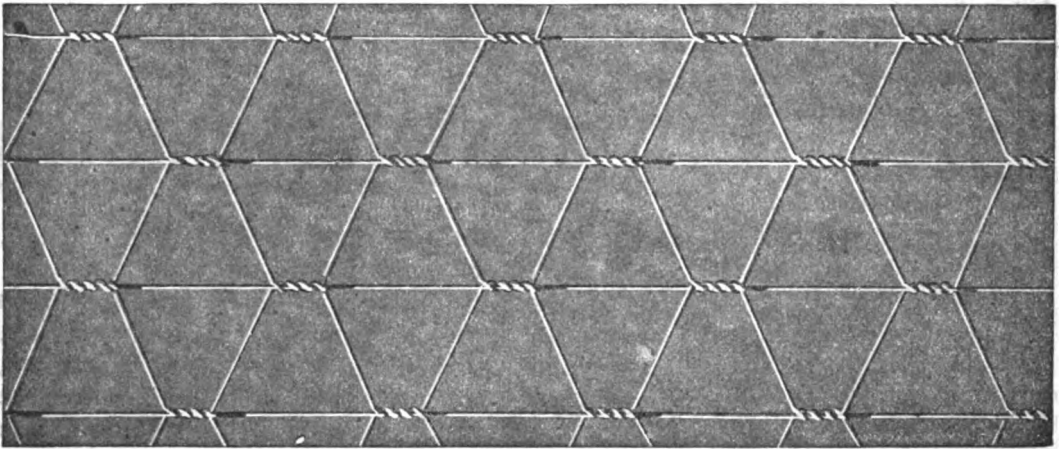
Send your book, "Helping the Retailer Sell Giant Powders."

Firm Name.....

Address.....

Buyer's Name.....

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

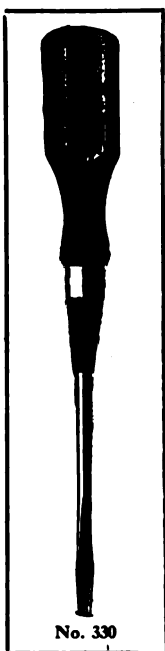
Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

GODELL PRATT

1500 GOOD TOOLS

A SCREWDRIVER TO SUIT YOUR WORK



No. 330

Did you ever try to put up curtain fixtures with a machinist's screw-driver?

It can be done, but how much more easily those fixtures would go into place if, for instance, our No. 330 Electrician's Screw-Driver were used. And, on the other hand, how absurd it would be for a machinist to try to use the above mentioned screw-driver in erecting heavy machinery.

We manufacture a screw-driver to suit your work.

Our line of Plain Screw-Drivers for Machinists, Motorists, Electricians, Cabinet Makers, Jewelers and general use, are fitted with hammer-forged tool steel blades, hardened, tempered, uniformly ground and polished under careful supervision. The nicely finished hardwood handles are protected by heavy ferrules.



No. 367

Our Tool Book No. 13 contains descriptions of our Plain and Automatic Screw Drivers as well as the rest of our "1500 Good Tools"

Goodell-Pratt Company *Toolsmiths* Greenfield Mass., U. S. A.

UNIVERSAL

A Cost Cutter In Making Butter



No. 125
\$3.00

Makes Two
Pounds of
Merged Butter
From One
Pound of
Butter and One
Pint of Milk

HOW IT IS DONE

Pour one pint of sweet milk into the "Universal" Merger, add one pound of butter shaved in thin slices, and one teaspoonful of salt. Place the jar in warm water to soften the butter. Do not melt it. Put jar back in churn frame and churn for two to three minutes until thoroughly mixed. Butter and milk are now ready to put in a cool place to harden.

LANDERS, FRARY & CLARK

NEW BRITAIN

CONNECTICUT

Form 1204

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | |
| Day Letter | Blue |
| Night Message | Nite |
| Night Letter | N L |

WESTERN UNION TELEGRAM

NEWCOMB CARLTON, PRESIDENT GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | |
| Day Letter | Blue |
| Night Message | Nite |
| Night Letter | N L |

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

RECEIVED AT
FA44PD RU 10

112 GRAND AVE, PORTLAND ORE

ORANGE COVE CALIF 1155A NOV 20 1917

R M WADE AND CO 46
PORTLAND ORE

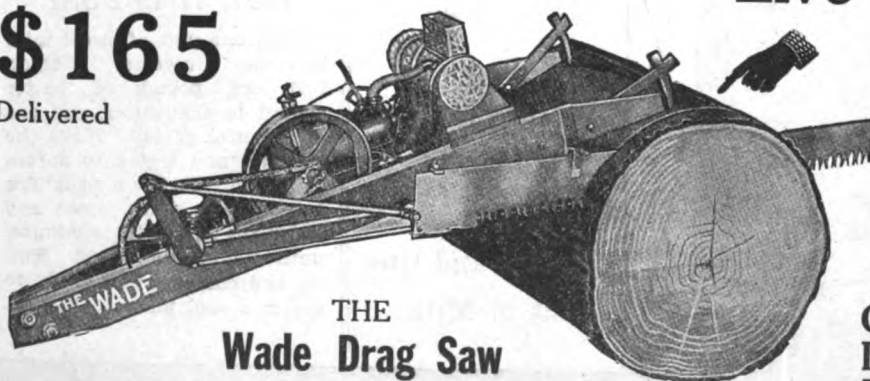
SHIP ONE WADE PORTABLE DRAG SAW BY EXPRESS AT ONCE
WRAITH AND SCORSUR
1232PM

Wade

Retail Price

\$165

Delivered



**THE
Wade Drag Saw**
Cuts Over 20 Cords a Day

Here's a Real Live Seller!

The Wade Saw is the liveliest possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

**Get Our
Dealer
Proposition**

Oldest and largest independent wholesalers of Farm Machinery in the Northwest

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.

52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines

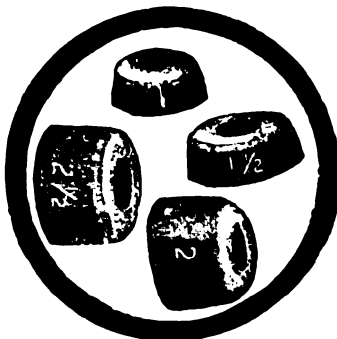
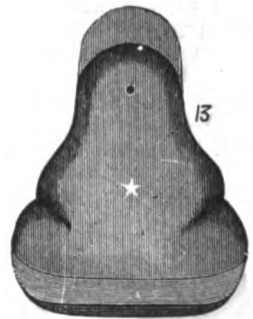
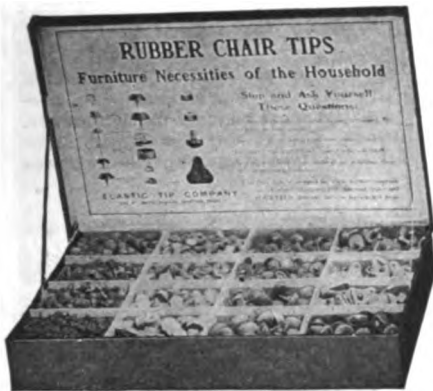
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

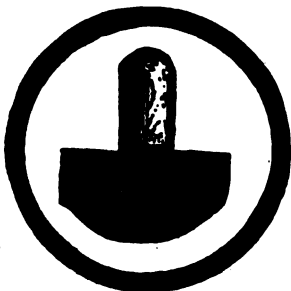
Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

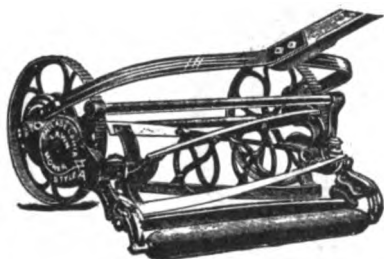
ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.



Genuine "PHILADELPHIA" Lawn Mowers

Vanadium Crucible Steel Blades.
The Master Alloy and Toughest Steel Known.
Originators of the First Side Wheel Lawn Mower in 1869.
Nearly a half century doing ONE THING WELL.
Bearings bored with rifle barrel accuracy.
The Standard by which other makes are measured.

The Most Complete,
Reliable and Efficient
Lawn Mowers
Manufactured—



Styles "Graham" and "A," All-Steel, Practically Indestructible.

A FEW STYLES

"GRAHAM" All-Steel 10" Wheels, 4 Blades.

"A" All-Steel 10" Wheels, 4 Blades.

"E" Removable Box Caps, 10" Wheels, 4 Blades.

"K" Plain or Roller Bearings, 10" Wheels, 5 Blades.

"ALL DAY" 10" Wheels, 4 Blades.

"UNIVERSITY" 4 Blades, 9" Wheels

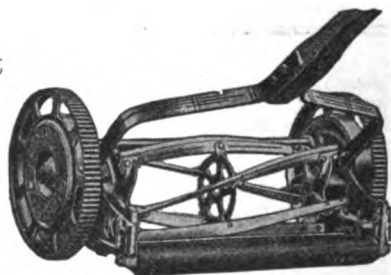
"INDEPENDENCE" Roller Bearing, 9" Wheels, 4 Blades.

"OVERBROOK" Roller Bearing 4 Blades, 8" Wheels.

"GOLF" 6 or 8 Blades, 10" Wheels

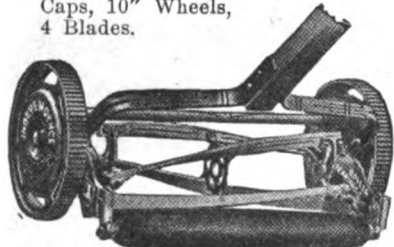
"EAGLE" Flexible Frame Horse Mower, 5 Blades.

Are incomparable in style, durability and results



Style "K"—5 Blades—Plain, or Roller Bearings.

We employ the HIGHEST GRADE materials and workmanship to produce the most perfect lawn mowers. Known throughout the world since 1869 for their many superior features



"Independence" Roller Bearings, 9-in. Wheel.

"Overbrook" Roller Bearings, 8-in. Wheel.



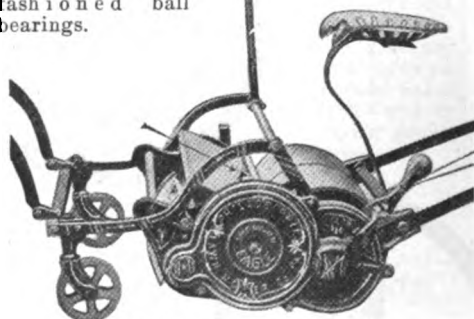
Showing Case and Cage of Roller Bearings. Made of Case - Hardened Steel. "K" Roller Bearing, "Independence," and "Overbrook."



Motor Mower. 30" Walking Type—40" Riding Type

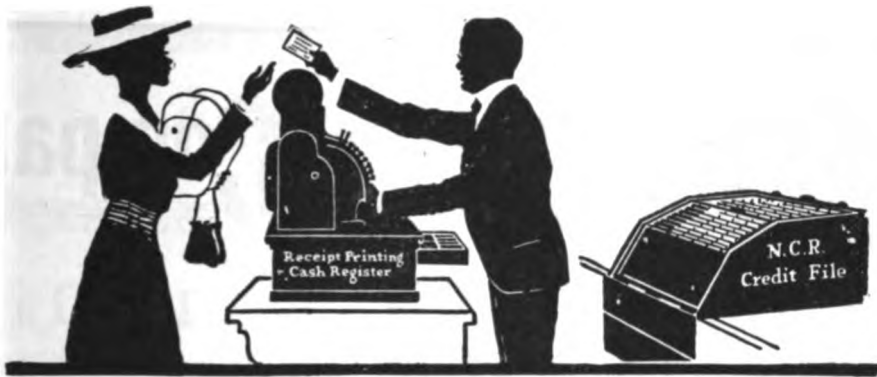
Roller Bearings are acknowledged by mechanical experts to be far SUPERIOR to old fashioned ball bearings.

Catalog on Request



Improved "Eagle" Flexible Frame. The Most Complete and Perfect Horse Mower Made. Sizes: 30-in., 35 in., 40-in.

THE PHILADELPHIA LAWN MOWER COMPANY, 31st and Chestnut Sts., Philadelphia, Pa., U. S. A.
HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents



Up-to-date System for Retail Stores

Electrically Operated National Cash Register

Great labor-saving machine for retail merchants.

It does 15 things in three seconds.

It does quickly what clerks can't do.

Tells which clerk sells the most goods.

Advertises your goods direct to your customers.

The New N. C. R. Credit File

Cuts out all bookkeeping of customers' accounts.

No customers' ledger, blotter or day-book.

Every customer's account balanced to the minute.

Complete record with one writing.

Saves time and work for clerks.

Customers like it; it saves their time.

Prosperity is increasing. Freight congestion is growing greater. Hence don't delay.

Order now and get the profits which our system will make for you.

It more than pays for itself out of the money it saves. Sold on small monthly payments.

Old cash registers repaired, bought, sold, rebuilt and taken in exchange for new registers.



Adapted to retail stores of all kinds, from the smallest to the largest

To Dept. A13702 National Cash Register Co., Dayton, Ohio

Please send me full particulars of your latest model cash register and the new N. C. R. credit file.

Get the benefit of these prosperous times

Name _____

Business _____

Address _____

Cut out this coupon and mail it today

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

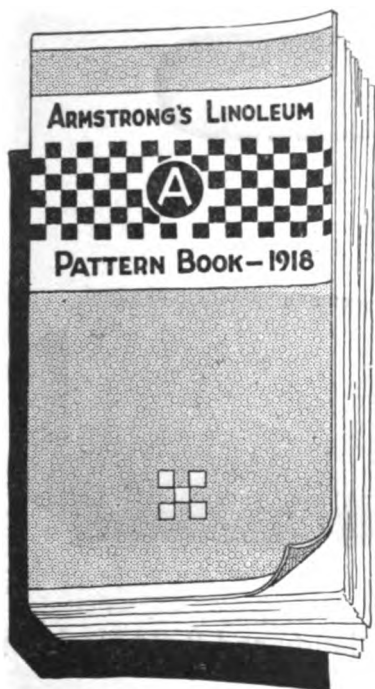
"Move the FAULTLESS Way"

“We Sell Linoleum Because There is Profit in Selling It”

WHAT is the substantial reason why The Webster - Case Hardware Company, of Warsaw, N. Y., have added linoleum to their lines of household equipment for kitchen, laundry and bath. They have found by experience that there is profit in linoleum. They say:

“We sell linoleum because there is profit in selling it. Most hardware dealers sell stoves, and there is always a demand for linoleum to place under or around the stoves. After your customers find that you carry these goods, they will come to your place for them.

“We find that oak or wood patterns sell best for kitchens and dining-rooms; for bathrooms, we sell principally patterns in blue and white.”



Now is the time to select an introductory line of Armstrong patterns for the spring linoleum business that will come to **your** store as soon as **your** customers **know you carry the goods**. It isn't logical for you to let this profitable business go by your door to some other merchant. Why not write for the 1918 Armstrong Pocket Size Pattern Book, samples and prices? Full information will also be sent you about the Armstrong Linoleum Selling Helps, which have stimulated linoleum sales for other merchants, and would do the same for you.

March or April are particularly good months for linoleum business. Let us have your letter now.

Armstrong Cork Company—Linoleum Department, Lancaster, Pa.

Armstrong's Linoleum

Circle A Trade Mark

Reg. U.S. Pat. Off.

For Every Room  in the House

F-232

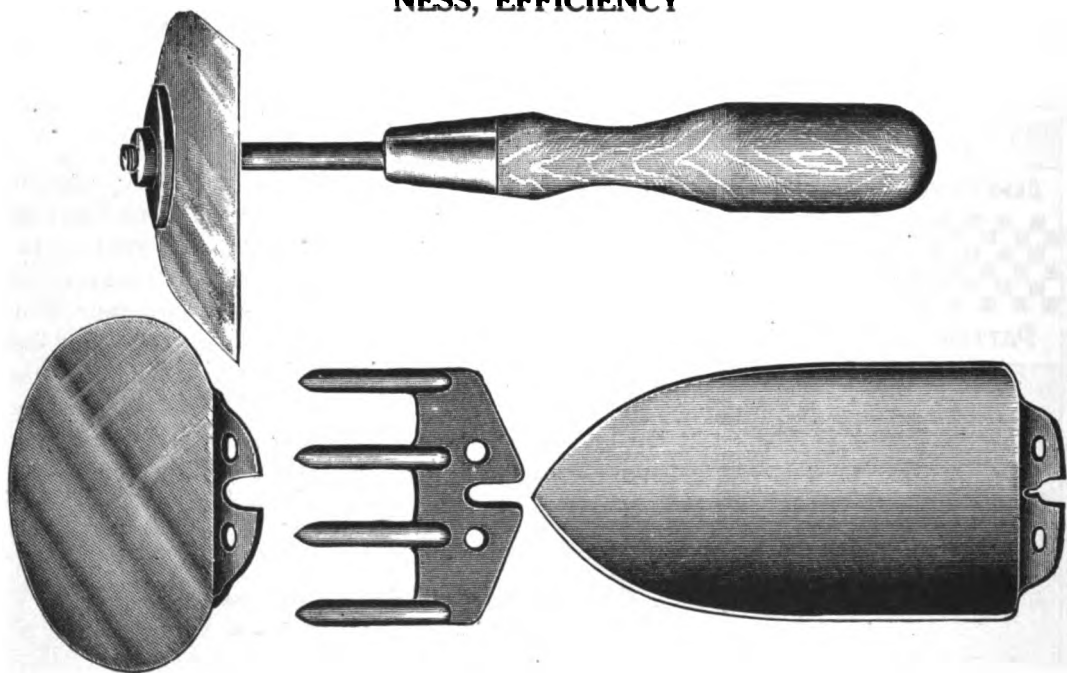
GOOD PROFIT—BIG DEMAND

Unique Garden Tools

**Combination Trowel, Hoe, Weeder and Turf Trimmer
Attachable to One Common Handle by
Simple Twist of the Wrist**

Made of Finest Steel

**A BRAND NEW IDEA IN GARDEN TOOLS, COMBINING COMPACT-
NESS, EFFICIENCY**

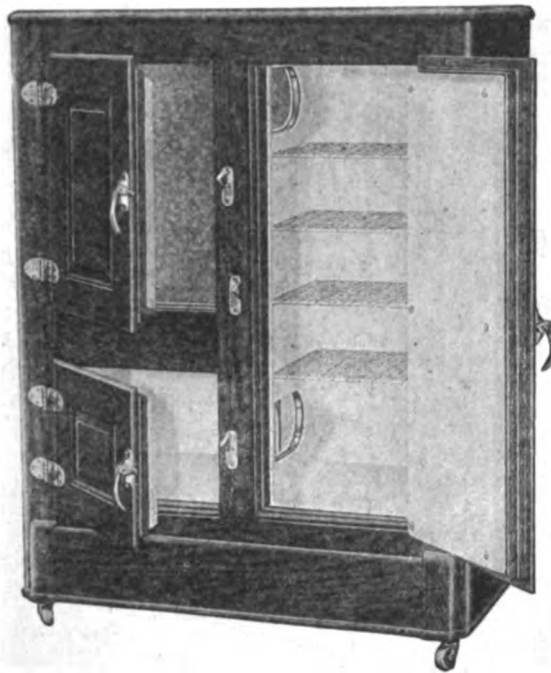


**It Will Pay You to Stock These Tools Now. They Satisfy and Build Up Your
Trade, Bringing a Good Profit to You**

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

W. P. HORN CO., Pacific Coast Representatives
Los Angeles Rialto Building, San Francisco, Cal. Portland

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK



Glacier Refrigerators

One Piece—Porcelain Lined

Are growing in popularity rapidly as shown by our constantly increasing sales.

They have rounded corners—even the front inside corners are rounded—a feature women are insisting on.

They are made in standard sizes. No slow sellers among them.

This insures the dealer a sure, quick turnover.

It pays to sell the best and concentrate effort.

We also make a standardized line of White Enamel and Galvanized Lined Refrigerators.

You ought to have our 1918 catalog.

Gladly sent on application.

BAKER, HAMILTON & PACIFIC CO., San Francisco, Cal.
WHOLESALE DISTRIBUTORS

Permanent Exhibit, Keeler Building, Grand Rapids

Northern Refrigerator Company

Grand Rapids, Michigan



QUEEN ANNE
FROM THE ORIGINAL ENAMEL
IN ROYAL COLLECTION OF
HIS MAJESTY KING GEORGE V
AT WINDSOR CASTLE
Engraving, Gospel & Co. Paris — Charles Scribner's Sons, New York

Queen Anne

THE
NEW PATTERN

With the dignity and beauty characteristic of 1847 Rogers Bros.
Silverware, and with a freshness in design and outline that
sets it apart from all other patterns in silver plate.

Seventy years successful experience has entered into its making.

*Teaspoons \$6.00 a dozen
Other pieces in proportion*

*Sold by leading dealers
Send for Catalog Q-90*

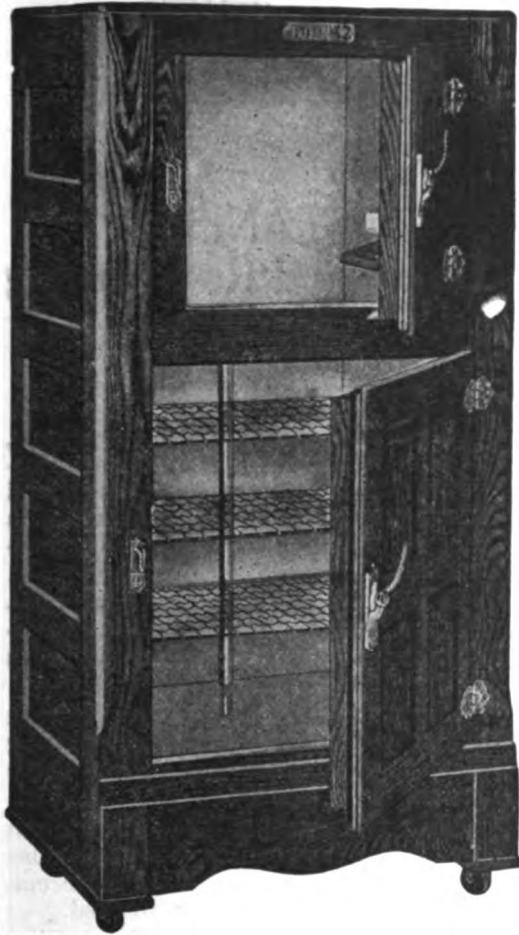
INTERNATIONAL SILVER COMPANY, MERIDEN CONN.

1847 ROGERS BROS.
SILVERWARE

1847 *Seventy Year Plate* 1917

This advertisement in colors will occupy the back cover of the March 9th issue of the Saturday Evening Post

BALDWIN Dry-Air Refrigerator



"The Box with the Steady Cold Wave"

Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

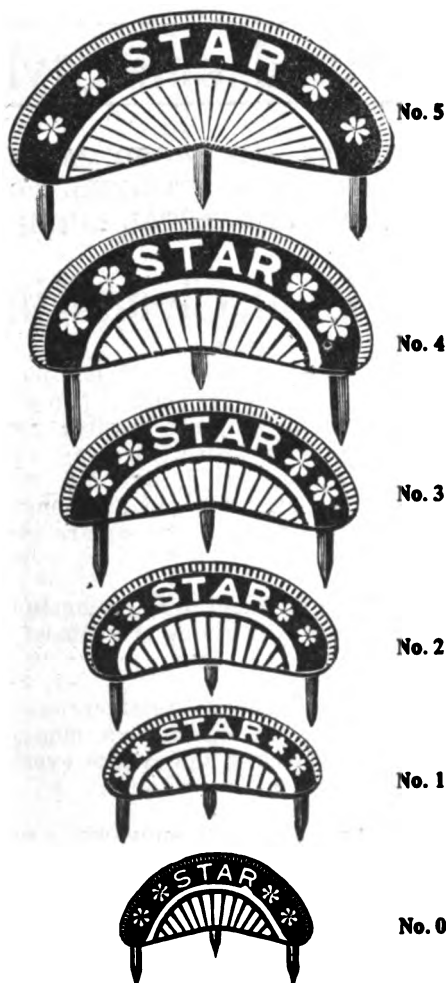
BURLINGTON, VERMONT

MR. JOBBER YOUR CUSTOMERS

WANT

Star Heel Plates

BECAUSE THERE ARE NONE SO GOOD
AS STAR



Made in Seven Sizes—Nos. 0 to 6

SEND YOUR ORDER TODAY

THEY SELL AND SELL AND SELL
BECAUSE THEY ARE THE BEST

The Pioneer Brand

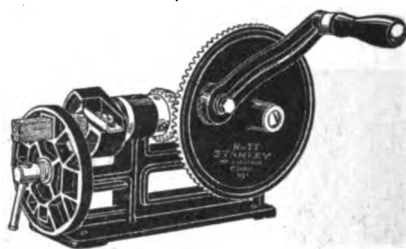
Write for Catalog and Price List

STAR HEEL PLATE CO.

LOUIS SACKS, Prop.

Hamburg Place, near Avenue L, Newark, N. J., U. S. A.

Stanley Tools



STANLEY Dowel and Rod Turning Machine

No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers, Supervisors and Instructors of Industrial Education, in fact to anyone interested in wood-working.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them and furthermore of the same material as the wood being worked.

One cutter head complete for making dowels or rods $\frac{3}{8}$ inch in diameter is furnished with each machine.

Additional cutter heads with cutters $\frac{1}{4}$, $\frac{5}{16}$, $\frac{7}{16}$, $\frac{1}{2}$, $\frac{9}{16}$, $\frac{5}{8}$, $\frac{11}{16}$ and $\frac{3}{4}$ inches can be furnished at slight extra cost.

A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy.

The list price is \$8.50.

A profitable tool for you to carry

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

THE LAWN MOWER USED MOST

Dealer Helps for the Trade
Handling Any of the Pennsylvania Quality Brand

SEASON 1918

More Than 1,500,000 in Use

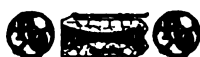


**"THE LAWN MOWER
USED MOST"** a
new folder, explains
our comprehensive 1918
advertising plans in detail,

and shows
how to se-
cure a free
supply of
signs, book-
lets, counter
slips, etc., if you
handle any of the
"PENNSYLVANIA"
Quality brands.

We want every
interested dealer
and every sales-
man to have a
copy.

In asking for it,
please let us know
which of our mow-
ers you handle.



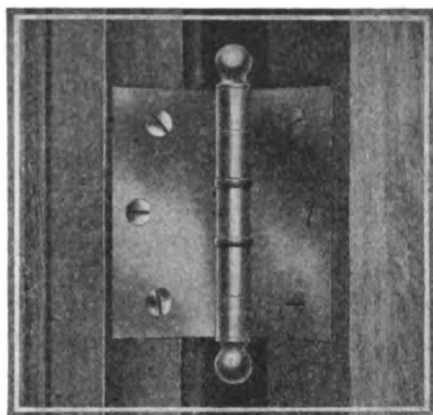
Look for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers:

"Pennsylvania"
"Pennsylvania, Jr."
"Pennsylvania Golf"
"Pennsylvania Putt-
ing Greens Mower"
"Continental"
"Great American
B. B."
"Shock Absorber"
"Quaker City"
"Red Cloud B. B."
"Orchid B. B."
"Daisy"
"New Belmont"
"Bellevue"
"Panama"
"Delta B. B."
"Electra"
"Pennsylvania Pony"
"Pennsylvania
Horse"
"Pennsylvania
Grand Horse"
"Pennsylvania Trio
Horse"—86-inch
cut

PENNSYLVANIA LAWN MOWER WORKS

INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA

FOOD WILL WIN THE WAR



No. 2742

Anti-Friction Wrought Steel Butt

SERVICE

The money you take in tomorrow
will be in proportion to the service you
render today. Service is one of the most
vital factors in merchandising success.
The store that serves is the store that
succeeds. And dealers who sell

McKINNEY Wrought Steel HARDWARE

are giving the maximum amount of ser-
vice. Hinges, butts, hasps, shelf brackets,
door hangers and track, door bolts, door
mats and hardware specialties bearing
the name McKINNEY can be depended
upon to render real service.

For nearly 50 years we have been ad-
hering strictly to a policy of quality
first, last and all the time, with the result
that today McKINNEY WROUGHT
STEEL HARDWARE is recognized as
the standard everywhere.

Isn't there something in our line you
want just now? Send for our latest
catalog.

McKinney Mfg. Co.

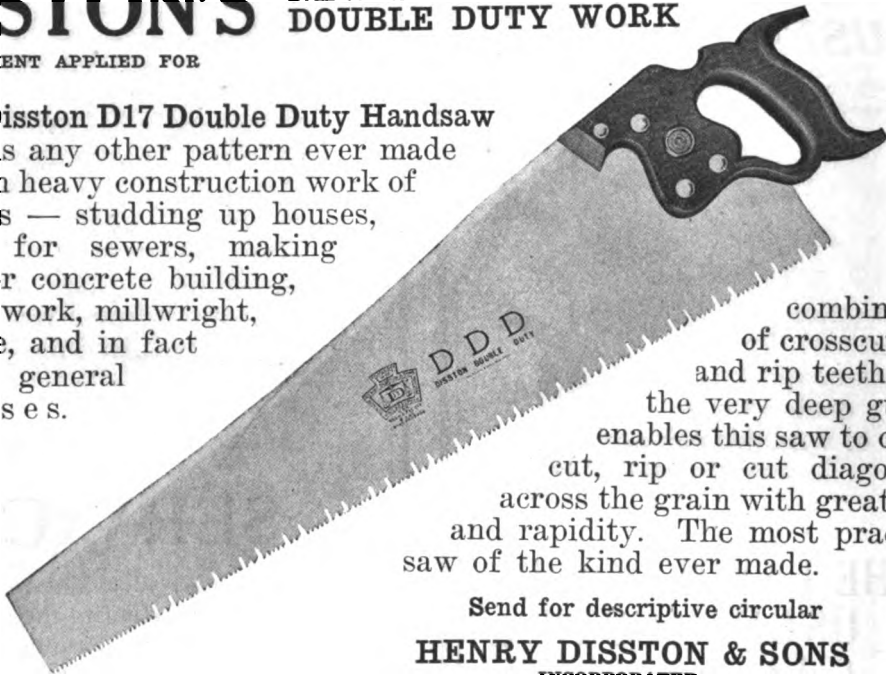
Pittsburgh, Pa.

J. H. Graham & Co., San Francisco, Cal.
268 Market Street

DISSTON'S NEW SAW FOR DOUBLE DUTY WORK

PATENT APPLIED FOR

This Disston D17 Double Duty Handsaw far excels any other pattern ever made for use in heavy construction work of all kinds — studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.

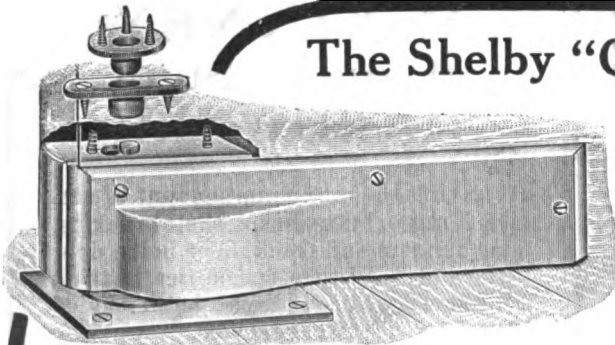


The combination of crosscut and and rip teeth with the very deep gullets enables this saw to cross-cut, rip or cut diagonally across the grain with great ease and rapidity. The most practical saw of the kind ever made.

Send for descriptive circular

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel & File Works, Philadelphia, U. S. A



The Shelby "CHIEF" Floor Hinge

With Improved Pivot and Socket

"The hinge without woes,
As the wise buyer knows."

The attractive features about the Shelby Chief Double-Acting, Ball-Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card will bring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.

SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

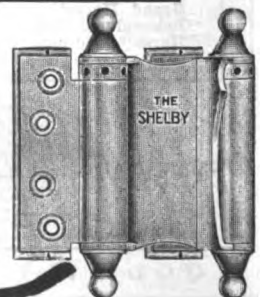
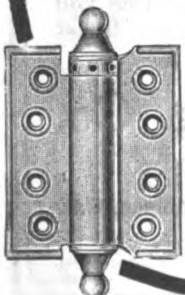
They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co.
Los Angeles, Calif.

D. L. Herman
Seattle, Washington





Modell

FLAT LINK CHAIN

The feel—that velvety smoothness, not rough, not ragged, its wonderful flexibility, is one of the things that sells Modell Chain, that bring the customer—and his friends—into your store for more.

Only when you pick it up in your own hands do you realize the value of that feel.

MAY WE SEND YOU A SAMPLE FOR YOUR INSPECTION?

THE CLEVELAND GALVANIZING WORKS CO.
CLEVELAND OHIO U.S.A.
PACIFIC COAST OFFICES
San Francisco Los Angeles Seattle

TRADE MARK
GALVANIZING

Sprayers for War-Time Needs

As the magnitude of the war is brought with full realization to each individual, the man with the small orchard or garden will renew his efforts with energy and zeal. He will be a live prospect for sprayers to protect his crops. And you can sell him a Goulds Bucket or Knapsack Sprayer. There's one for every possible requirement—and it's made of the same high quality as the Goulds Orchard Sprayers, which for nearly three-quarters of a century have been the choice of the leading orchardists and horticultural experts.

GOULDS SPRAYERS HAND AND POWER

are made in 50 styles. Our figure 1558 "Handy" Knapsack Sprayer will be especially popular this year. It can be carried anywhere and used in the garden, poultry house or dairy barn. Its pump is equipped with ball valves and brass plungers, all of which are easy to reach, remove and replace.

Stock the Goulds Sprayer line — nationally advertised and known for quality and perfect satisfaction the country over. Keep in mind the transportation situation, which means order early. Write today — now — for our Sprayer catalog and prices.



Fig. 561 1/2 — The "Premier"

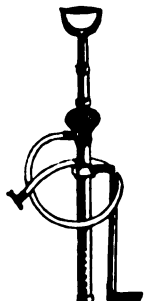


Fig. 1129
"Bordeaux"
Hand Sprayer



Fig. 1467—Same as 1129, but with an improved adjustable foothold and pail clamp

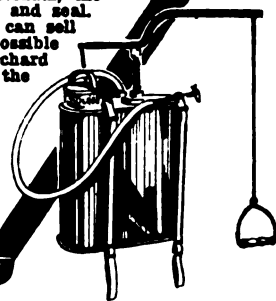


Fig. 1558
The "Handy"
Copper or galvanized tank
Capacity 5 gallons

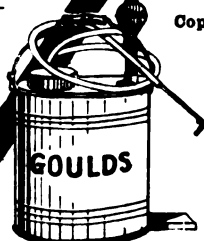


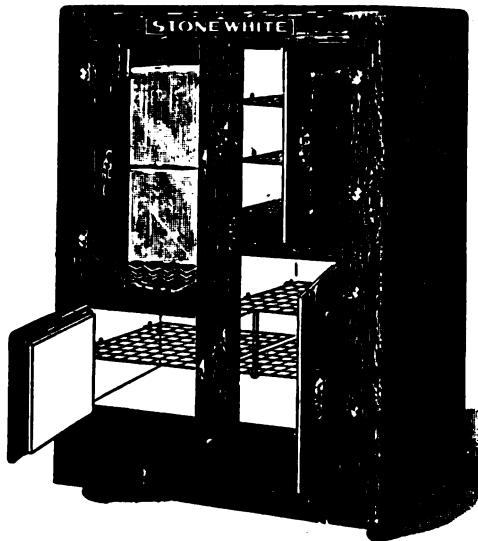
Fig. 1068
Same as Fig. 1129,
but furnished with
tank and foothold

THE GOULDS MANUFACTURING COMPANY

Main Office and Works, Seneca Falls, N. Y.

| | | |
|---|---|---------------------------------|
| New York 16 Murray St. | Boston 58 Pearl St. | Chicago 12-14 S. Clinton St. |
| Philadelphia, 111 North Third St. | Atlanta Third National Bank Building | Houston 1001 Oarier Building |
| Pittsburg 636 Henry W. Oliver Building | | |

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

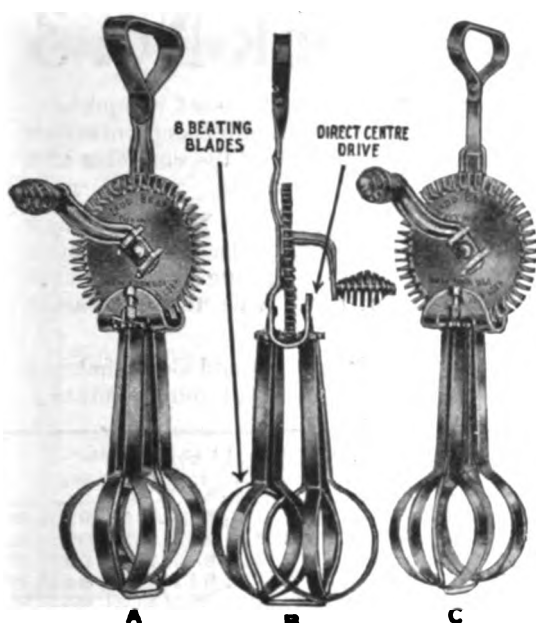
KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
 Sands & Cox, 207 San Fernando Bldg., Los Angeles
 Strimple & Cox, L. O. Smith Bldg., Seattle, Wash.
 Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
 Turnbull & Cox, Mint Block, Denver, Colorado

Ladd All-Steel Beaters

ALL STEEL; no wood or cast iron! that and construction mean everything in superior utensils. Of course they outlast a half dozen inferior cast-iron ones and provide superior satisfaction never before obtained, thus, satisfied customers whose neighbors promptly become customers of your store. THE WOMAN KNOWS, nothing she uses has so annoyed her until LADD ALL-STEEL BEATERS came. "12 out of 15 women choose LADDS."

PROFITS: Liberal; you make something; on inferior knick-knacks, nothing. Hundreds of jobbers stock; if yours don't, write us direct, but carry these goods always, by all means.

Ask for free letter inserts, your name printed.

United Royalties Corporation
 1133 Broadway, New York



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

| 60, 10, 10, 7½ & 2½. Same as | | | | | | | | | | | |
|------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| 1 00.29 22 | 11 03.21 43 | 21 06.13 64 | 31 09.05 84 | 41 11.98 05 | 51 14.90 26 | 61 17.82 47 | 71 20.74 67 | 81 23.66 88 | 91 26.59 09 | | |
| 2 00.58 44 | 12 03.50 65 | 22 06.42 86 | 32 09.35 06 | 42 12.27 27 | 52 15.19 48 | 62 18.11 69 | 72 21.03 89 | 82 23.96 10 | 92 26.88 31 | | |
| 3 00.87 66 | 13 03.79 87 | 23 06.72 08 | 33 09.64 28 | 43 12.56 49 | 53 15.48 70 | 63 18.40 91 | 73 21.33 11 | 83 24.25 32 | 93 27.17 53 | | |
| 4 01.16 88 | 14 04.09 09 | 24 07.01 30 | 34 09.93 51 | 44 12.85 71 | 54 15.77 92 | 64 18.70 13 | 74 21.64 34 | 84 24.56 54 | 94 27.48 75 | | |
| 5 01.46 10 | 15 04.38 31 | 25 07.30 52 | 35 10.22 73 | 45 13.14 93 | 55 16.07 14 | 65 18.99 35 | 75 21.91 56 | 85 24.83 76 | 95 27.75 97 | | |
| 6 01.75 32 | 16 04.67 53 | 26 07.59 74 | 36 10.51 95 | 46 13.44 15 | 56 16.36 36 | 66 19.28 57 | 76 22.20 78 | 86 25.12 98 | 96 28.05 19 | | |
| 7 02.04 55 | 17 04.96 75 | 27 07.88 96 | 37 10.81 17 | 47 13.73 38 | 57 16.65 58 | 67 19.57 79 | 77 22.49 00 | 87 25.42 21 | 97 28.34 41 | | |
| 8 02.33 77 | 18 05.25 97 | 28 08.18 18 | 38 11.10 39 | 48 14.02 60 | 58 16.94 80 | 68 19.87 01 | 78 22.80 21 | 88 25.74 42 | 98 28.63 63 | | |
| 9 02.62 99 | 19 05.55 19 | 29 08.47 40 | 39 11.39 61 | 49 14.31 82 | 59 17.24 02 | 69 20.16 23 | 79 23.08 44 | 89 26.04 64 | 99 28.92 85 | | |
| 10 02.92 21 | 20 05.84 41 | 30 08.76 62 | 40 11.68 83 | 50 14.61 04 | 60 17.53 24 | 70 20.45 45 | 80 23.37 66 | 90 26.32 86 | 00 29.22 07 | | |

| 60, 10, 10, 7½ & 5. Same as | | | | | | | | | | | |
|-----------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| 1 00.28 47 | 11 03.13 19 | 21 05.97 90 | 31 08.82 62 | 41 11.67 33 | 51 14.52 05 | 61 17.36 76 | 71 20.21 48 | 81 23.06 19 | 91 25.90 91 | | |
| 2 00.56 94 | 12 03.41 66 | 22 06.26 37 | 32 09.11 09 | 42 11.95 80 | 52 14.80 52 | 62 17.65 23 | 72 20.49 95 | 82 23.34 66 | 92 26.19 38 | | |

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

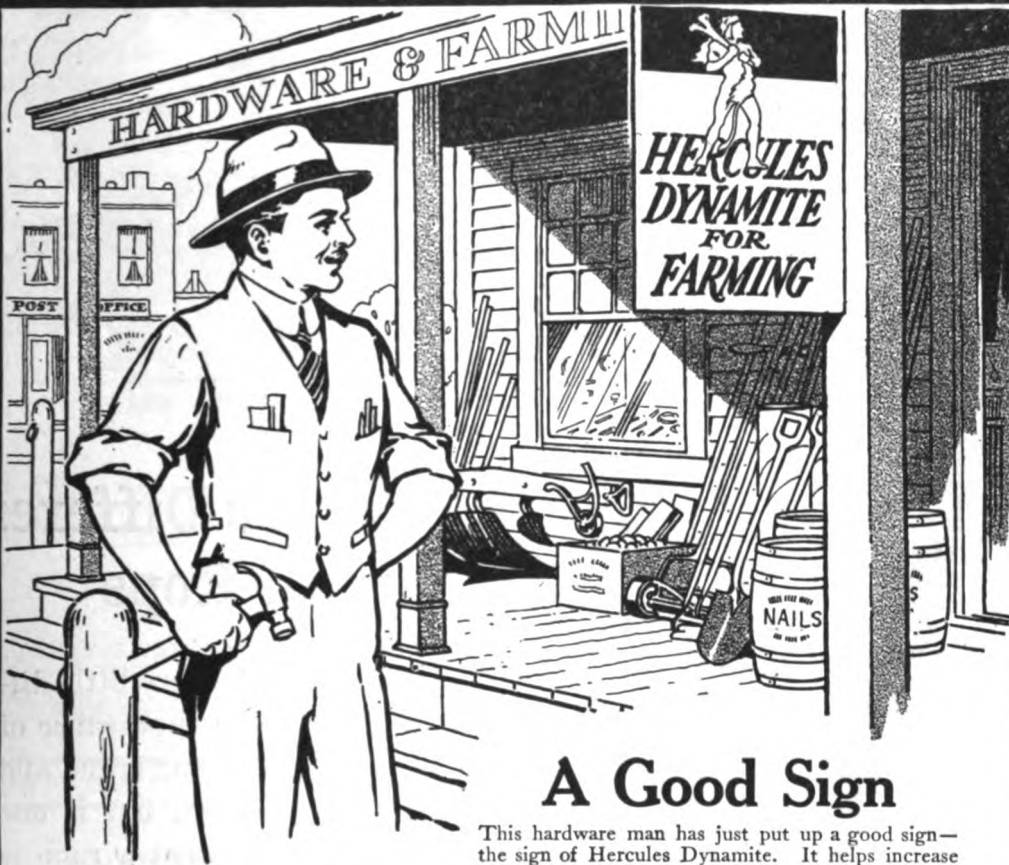
ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.
507 Pioneer Building,
Seattle, Wash.
1134 Citizen's Nat. Bank Bldg.
Los Angeles, Calif.



Boatmen's Bank Building, St. Louis, Mo.

388 Taylor St., corner Tenth,
Portland, Oregon.
204-207 Scott Building,
Salt Lake City, Utah.
220-225 Pacific Building,
Vancouver, B. C., Canada.



A Good Sign

This hardware man has just put up a good sign—the sign of Hercules Dynamite. It helps increase his trade. If you sell Hercules Dynamite to farmers and are not supplied with one of these signs we will gladly send one if you ask for it. If you are not a customer we want to interest you in the sale of

HERCULES DYNAMITE

to farm customers. It is proving a profit maker for merchants throughout the country. Many of these men hesitated at first to do business in such a commodity. Now they know that their objections and fears were groundless.

We stand ready to assist you in many ways to build up this department of your business. A

Hercules sign in front of your store will help attract trade. Free advertising matter of various kinds will be supplied. You will have the assistance of our extensive advertising in farm papers which is continually increasing the use of dynamite on the farm. Fill out the coupon below. Mail it today and we will give you our active co-operation.

HERCULES POWDER CO.

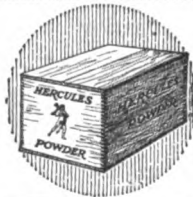
1025 Chronicle Building
San Francisco California

Hercules Powder Company,
1025 Chronicle Building,
San Francisco, California

Gentlemen: Please send us information regarding the sale of dynamite to farmers and oblige. Yours very truly,

Name

Address



SIMONDS SAWS



Dependable

The word that should typify your store; the word you like to use about a man; the word you can use when selling **Simonds Hand, Hack, or Crescent Ground Cross-cut Saws**—Dependable.

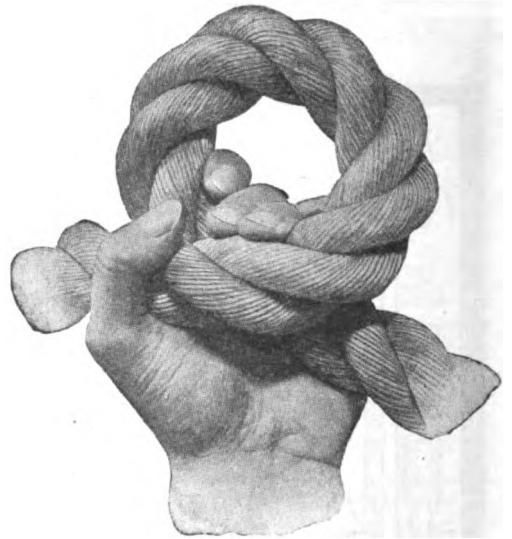
Most attractive discounts offered Dealers and Jobbers.

Simonds Mfg. Co.

"THE SAW MAKERS"

San Francisco, Cal.
Seattle, Wash.

Portland, Ore.
Vancouver, B. C.



There is a Difference in Rope

There may be very little difference in the appearance of a new rope of one brand and that of another, but if one considers of what a rope is made, how it is made, by whom it is made, where it is made and the reputation of the manufacturer, he will see that there must be a difference. If you will consider all these questions before you place your next rope order — you will decide on

COLUMBIAN

Columbian Rope Company

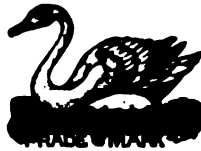
Auburn "The Cordage City" New York

Branches: New York, Chicago, Boston

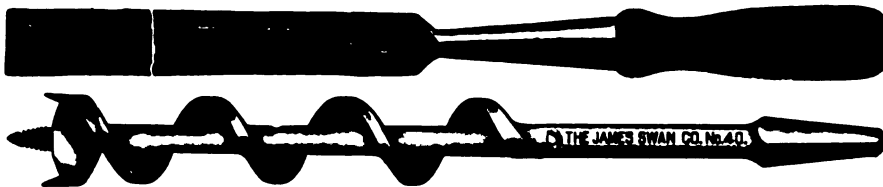
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

BUILDERS BOOST THIS BRACKET

Because it has a financial as well as a humanitarian value to them. An insecure scaffold means injury and damage, with its attendant loss and suffering.

Richards-Wilcox Steel Builders' Brackets

(A Unit of the Famous R-W Line)

Not only insure safety of workmen; save time in putting up scaffolds; pack into small space for transporting and storing; but actually save the cost of a single job requiring two dozen or more brackets.

Made entirely of steel in two styles, and sizes to fit all builders' requirements. Provided with hook and tail screw for fastening bracket to studding. Sway braces hold bracket rigid. The strongest bracket made, and the most easily applied. Costs no more than a wooden bracket, and will last a lifetime. Contractors are enthusiastic about them.

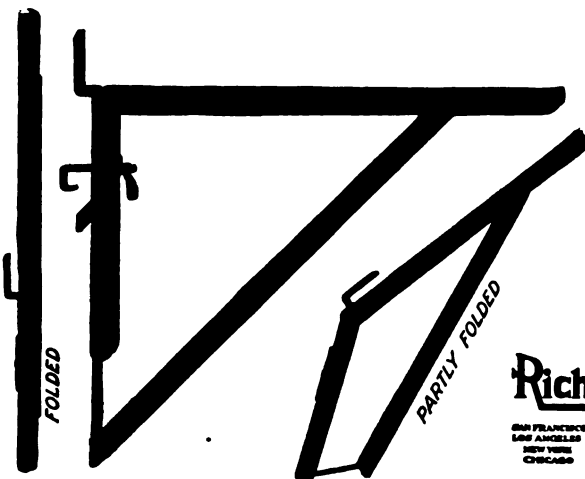
Illustrated and described on pages 284 and 285 of R-W General Catalog No. 12; on pages 292-293 of No. 16 Catalog. Descriptive folder and prices sent on request, without obligation.

Richards-Wilcox Manufacturing Co

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.
"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS



1,000,000

DROP FORGED WRENCHES

ALL SIZES AND FINISHES
IN STOCK

THE WHITMAN & BARNES MFG. CO.

Established 64 Years

GENERAL OFFICES - AKRON, OHIO

NEW YORK STORE, 64 Reade Street

CHICAGO, 565 West Washington Street



CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.

ARE YOU SUPPLYING
THEM? ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.

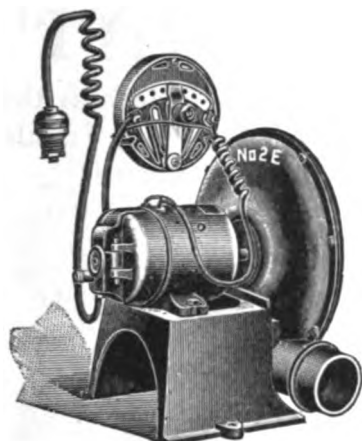
Here's the Sprinkler that's
in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES



No. 2-E Blower.

BUFFALO

Forges—Blowers—Drills

**Designed Right—Built Right
Strong—Durable—Efficient**

The largest line of blacksmith forges, drills and blowers manufactured by any one company. A style for every service.

Our General Catalog No. 179-37 illustrates and describes the complete "Buffalo" line of hand and power operated machines. Mailed on request.

Buffalo Forge Company, Buffalo, N. Y.

Western Representative,
Harrold English, 823 Higgins Bldg., Los Angeles, Cal.

Some of our Western Distributors,

Baker & Hamilton
San Francisco, Cal.
Spotswood-Walker Co.
San Francisco, Cal.
Whitson Hardware Co.
Seattle, Wash.

Geo. Tritch Mfg. Co.
Denver, Colo.
Harper & Reynolds
Los Angeles, Cal.
Smith-Booth-Usher Co.
Los Angeles, Cal.

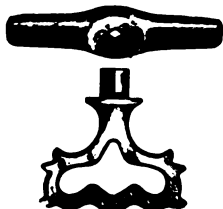
Marshall-Wells Mfg. Co.
Spokane and Portland.
Jensen-King-Byrd
Spokane, Wash.
Dacommun Mfg. Co.
Los Angeles, Cal.

No. 218
Drill

Ears, Handles, Etc. FOR TINWARE MAKERS



Berger's Ear



B. B. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 8 Catalogue showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of **TINNERS' and ROOFERS' SUPPLIES.**

BERGER BROS. CO.

Office—229-231 Arch Street
Store—237 Arch Street

Warerooms and Factory—110-114 Broad St.

PHILADELPHIA

BRIDGEPORT HDW. MFG. CORP., Bridgeport, Conn.

No. 200—7½ Tool Handle. List \$15.00 Dozen

Heavy Chuck, Hard Jaws



Hand Polished, 10 Tools, 4 Inches



No. 42
Sizes—

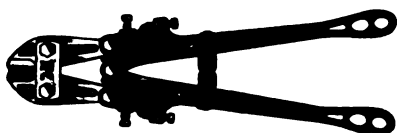
1¼ In.
2 In.
3 In.

Assortment
Polished
and
Tempered

C. W. GAUSE CO.
Western Sales Agents
693 Mission Street, San
Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?
If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets

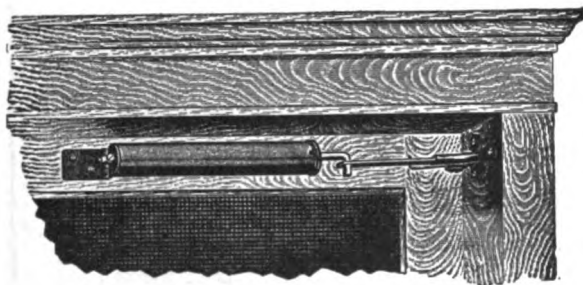


IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which
allows the door to open clear up against the wall with-
out strain on the Check.

It also has a positive plunger and automatic inlet
valve for air.

The above features together with the low price
makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we
will give you the address of your nearest jobber who
handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that
time and space are saved by using the Revolving Cases
for keeping loose Bolts, Screws and Auto Accessories.
Everything is kept right at the clerks' fingers' end.
Catalog sent on application. All jobbers handle these
cases.

American Bolt & Screw Case Co., Dayton, O.



More Men are Shaving



More safety razors are sold today than ever. More men are shaving themselves. More extra safety razor blades are sold as a result.

When these blades get dull they require regrounding. Sharpening devices for home use don't put the keen, smooth edge on blades that a

HATFIELD Grinding Machine

does. Men want their safety razor blades sharpened right. Hardware merchants who have installed the Hatfield Grinding Machine are averaging from five to twelve dollars a day profit. Are you interested?

The Hatfield sharpens all makes of safety razor blades and other cutlery besides. We have a "plan" that will get the business for you. Write for full particulars.

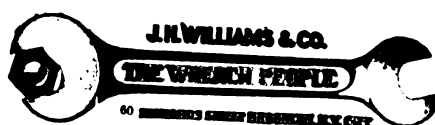
HYFIELD MFG. COMPANY
21 Walker Street NEW YORK CITY

WE DON'T SIDESTEP

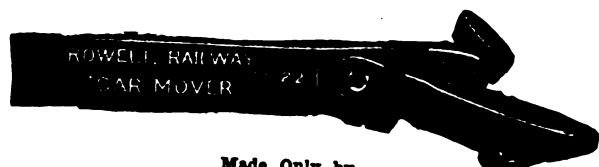
our obligation to advertise effectively to the consumers who need your stocks. It's not the easiest way nor does it produce the quickest or largest returns for the money expended, but it is the only effective way of bringing customers to your store and the only sure way of affording you the opportunity of rapid turnover.

By doing this and by maintaining an unequalled distribution within your reach we assure your satisfaction in handling Williams' "Grand Prize" Tools and minimize your expense of selling and your investment in stocks.

No competing tools afford you this opportunity in so great a measure.



Sold by All
Leading Jobbing and Supply Houses



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00



GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

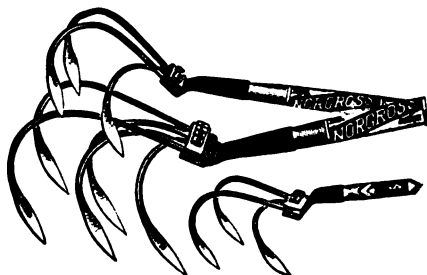
Increased production, is our Country's cry.

"NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders. Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.





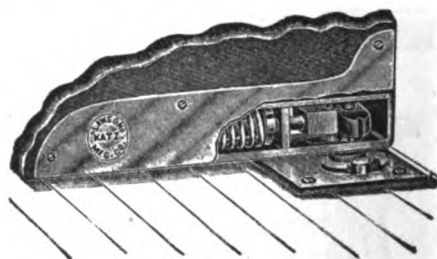
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Inquire of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York 'Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON

Pacific Coast Agents

San Francisco Los Angeles and Portland, Oregon






McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863



**No. 999
Tradesman's Hammer**

Patented Oct. 9, 1917.

ANOTHER ADDITION TO THE
"COMPLETE HAMMER LINE"




For Steam Fitters, Plumbers, Electricians, Millwrights, Cement Workers and heavy Carpenter Work. Two Hammers in one—Machinists' and Ripping. The ideal hammer for the portable tool chest. Weight where weight counts. Ask your jobber to quote you.

Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.
Makers of Fine Tools
2114 CARROLL AVENUE - CHICAGO, ILL.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make
**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

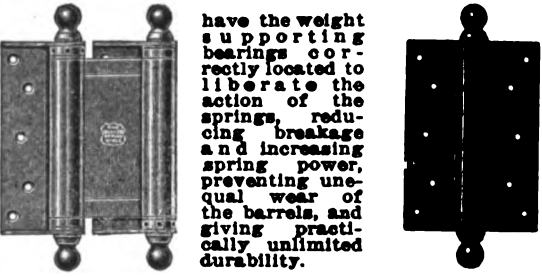
Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

ONLY

BOMMER

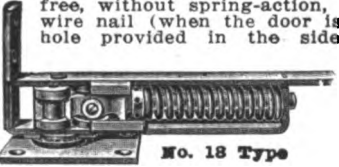
**DOUBLE ACTING
SPRING BUTT HINGES**



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type: holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Clover Leaf Manila Rope

Nothing Better



Trade Mark

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"US" Enamelware

Largest line of WHITE LINED Enamelware in America.

Eight different color patterns, including white and white.—All Import Shapes—Electrically welded spouts and handles.—NO RIVETS.—Triple coated.—Acid proof.

Every Piece Guaranteed

Write for New Catalog and Prices.

UNITED STATES STAMPING COMPANY
Moundsville, W. Va.

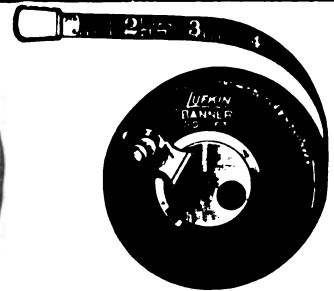
SAN FRANCISCO, CALIF.
83 3rd Street

PORTLAND, OREGON
Central Bldg.



Illustration shows our 10-qt. Seamless Combinet, with improved flange cover.

**AN
UNEQUALLED
ASSORTMENT
FOR
HARDWARE
STOCK**



In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
108 Lafayette St., N. Y.
Send for Catalogue

HAMMOND LUMBER COMPANY WHOLESALE HARDWARE WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

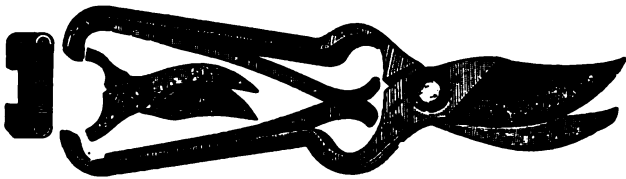
Full and complete lines of these materials stocked in carload quantities.
We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

WE ARE NOW RECEIVING OUR
IMPORTATION OF

Genuine Swiss Rieser



Pruning Shears

Fully Warranted. Hand Made of High Grade Steel
All Sizes and Patterns Carried in Stock

EXTRA BLADES
EXTRA BOLTS EXTRA SPRINGS

OUR PRICES WILL INTEREST YOU

Granucci Hardware Co.

Importing Agents for North America

633-647 Front Street, San Francisco, Cal.

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

Re-Inforced
Non-Slipping
Bottom

Rigid Light
Durable

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Kelley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs
Co. Co.
Dunham, Carrigan & Hayden Co.
Koffman Edw. Co.

The Specialty Mfg. Co.

St. Paul, Minn., U. S. A.

QUALITY, plus SERVICE, equals SATISFACTION



Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you
QUALITY and SERVICE, and complete Satisfaction comes
only in the selection of goods that have stood the test of
time. In stocking our goods, you get this SATISFACTION.

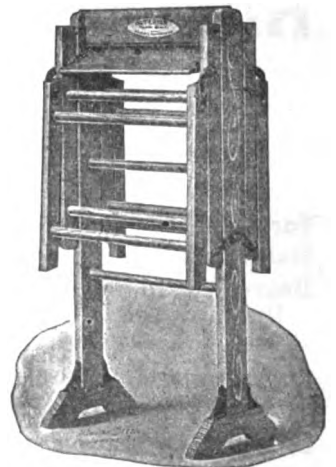
Our EAGLE MOP WRINGERS and BUCKETS COM-
BINED, and SUPERIOR FOLDING
WASH BENCHES have the reputa-
tion of never failing to satisfy. You
will find these two lines, quick sell-
ers and big profit producers.

Our products are built of high
grade material and are guaranteed
against all defects. The increasing demand for these
goods is conclusive evidence that they are the Standard
of Comparison, the Highest point of Mechanical Skill,
and the Acme of Perfection.

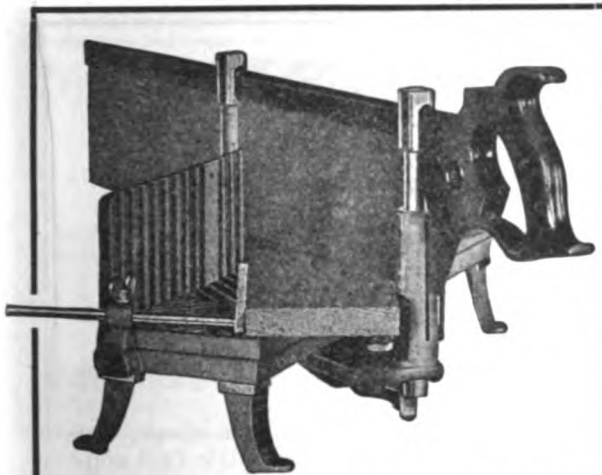
THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.



Will hold a 10, 11 or 12 inch
clothes wringer.



The MARSH-AYER MITRE BOX is Recognized as the Best

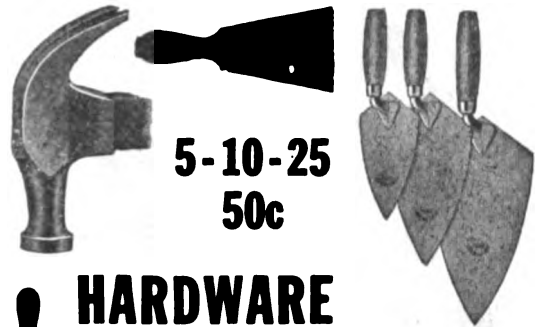
WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Turnbull & Cox.....Denver, Colorado



**5-10-25
50c**

HARDWARE SPECIALTIES

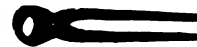
— THAT SELL —

THE
"READING LINE"

Write Today for New
Catalogue

**THE READING SADDLE
& MFG. CO.**

Reading, Penna., U. S. A.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

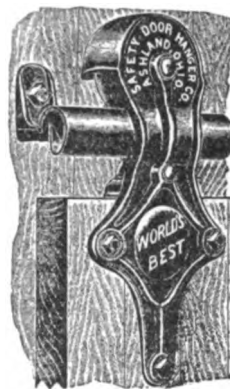
MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. H. & F. W. JONAS, Hialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives



CLARK JEWEL

Oil Stoves

ARE DEPENDABLE

They stand highest in efficiency and durability.

Their high-speed burners give a clean, hot flame at all times and with but little fuel consumption.

Their excellent operation insures satisfaction.

THEY SERVE THE BEST

GEORGE M. CLARK & COMPANY

Division American Stove Company
CHICAGO, ILLINOIS

HOLBROOK, MERRILL & STETSON
Of San Francisco and Los Angeles, Jobbing Agents for California



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-GO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918

STOVE REPAIRS

IF IT IS MADE FOR A STOVE RANGE OR FURNACE

You Can Get It at the

Largest Stove Re- pair House in the Northwest

**THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.**

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|------|-----|-----|-----|-----|------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights, | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228



Increase Your Profits

By Selling the

Royal Self Heating Iron

Over 850,000 satisfied users now and more being added every day. The "Royal" is so simple, economical and safe, that customers buy quickly.

Our co-operative advertising offer will quickly introduce and sell your first order—each iron sold will sell more.

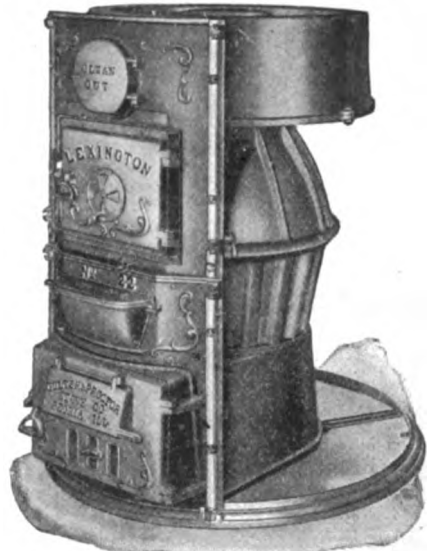
Write us now for details; also name and address of nearest distributor.

ROYAL IRON MFG. CO.
553 Wayne St., Big Prairie, Ohio

Everyone ^{Installing Warm} Should Know

About the Practical and Exclusive Features Embodied in the
LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON? WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

EDWIN B. STIMPSON COMPANY
SHEET BRASS
BROOKLYN, NEW-YORK



SHEETS

ROLLS

WIRE

BRASS & COPPER

BARS

TUBES

RODS



Sell the Coleman "Quick-Lite"

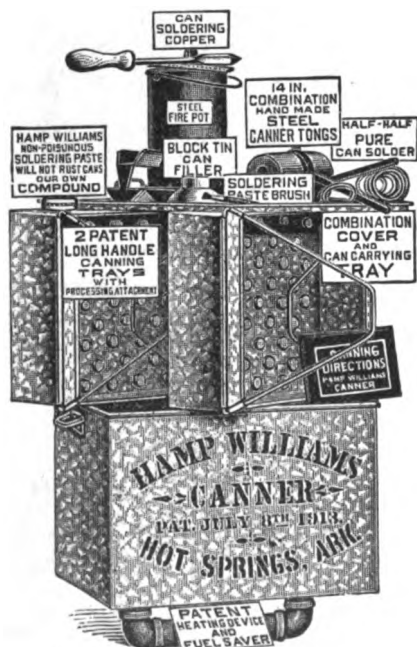
This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker — more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 26 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY
 Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers **HOT SPRINGS, ARKANSAS**

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPPANED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Jappaned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

CORCO STOVE PIPE

REG. U.S. PAT. OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Made like this

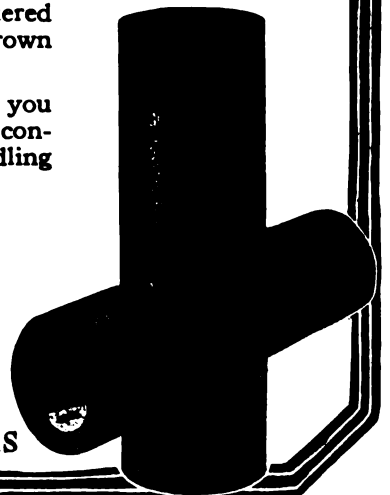
The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

Whitaker - Glessner Company
WHEELING CORRUGATING DEPT.
Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this





Order Now Be Prepared

Either Pair a
Safe Choice



Each of the three,
LIGHTNING,
GEM or BLIZ-
ZARD, has served
the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! **This**
means easy net
profits for you.

Any Jobber
Can Supply You

**NORTH BROS.
MFG. CO.**

Philadelphia
Pa.



"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4— $\frac{1}{2}$ " Diam.

An ideal article to in-
crease the service, abil-
ity of many pieces of
furniture where Casters
are unsuitable.

They are easy sellers
and afford a good mar-
gin of profit for the
merchant.



No. 3— $\frac{3}{4}$ " Diam.

"Universal" Slides can
be attached with per-
fect safety to the most
fragile piece of furni-
ture—the unique posi-
tion of the prongs obviate
the possibility of
splitting the furniture
or causing an ugly pro-
jection.



No. 2— $1\frac{1}{16}$ " Diam.

They are constructed of
high grade steel, case
hardened and neatly
nickel plated.



No. 1—1" Diam.

Made in four sizes—
Fifty sets of size one,
two, and three, and one
hundred sets of size four
in a box. At so slight a
cost you cannot afford
to pass them up.

Write for
SAMPLE CARD
No. 25 H. W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co.

BRIDGEPORT, CONN.

EUGENE C. SAUL
Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The **"REAL SOLID"** LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

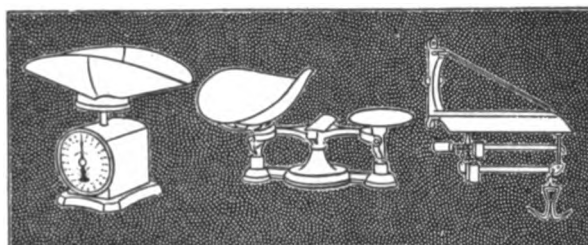
OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the **"REAL SOLID"** Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



If Your Trade Wants Quality and You Want Liberal Profits, Send for the **CHATILLON** Catalogue

There is a decided advantage in selling Scales and Cutlery of known high quality. The better the quality of such articles the more certain your customers are to be satisfied.

Satisfied customers are business builders and your biggest business asset.

Chatillon Scales and Foster Bros. Cutlery excel in quality of material and workmanship, and are guaranteed by the makers.

Liberal profits and fair treatment make this **Chatillon** line doubly attractive to progressive dealers.

Send for catalogue, prices and trade discounts

JOHN CHATILLON & SONS

Established 1835

85 Cliff Street, New York City



Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

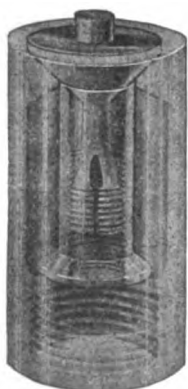
THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



Closed

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

Salt Lake City, Utah



Open

Keep the Shotguns Busy

How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week 1250 shells and targets would be sold.

It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shoot-

ing school at Atlantic City; introducing novel and instructive features in local, state and national events and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to put across the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership,—get more guns working. If there is no club organized,—write us. Let's get busy—mark X before "Trapshooting" and "Gun Club" and mail the coupon today to Sporting Powder Division.

E. I. du Pont de Nemours & Co., Wilmington, Delaware
POWDER MAKERS SINCE 1802



COLDWELL WALK TYPE MOTOR MOWERS

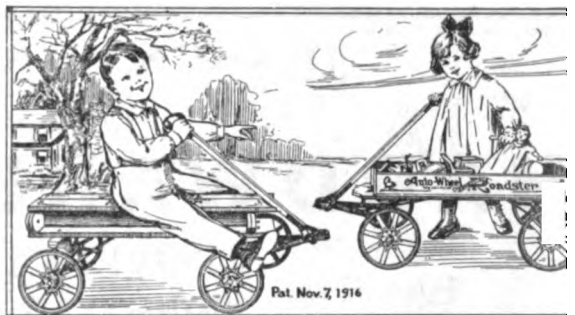
Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

Coldwell Lawn Mower Company

Factory and Offices
at Newburgh, New York

Chicago Office
62 East Lake, St., Chicago



Auto-Wheel Convertible Roadster

The latest invention in coaster wagons and our National advertising campaign has created a tremendous demand. The Auto-Wheel Convertible appeals to every youngster because it's two wagons in one—a Roadster and a Coaster. Turn up the sides and it's a real Coaster—turn them down and it's a regular Roadster.

We tell the hundreds of thousands of boys who read our advertising in Saturday Evening Post, American Boy, Boy's Life, Lone Scout, etc., to look for the Auto-Wheel dealer in their neighborhood. Are you prepared to give these boys what they want? Our advertising creates the demand—all you have to do is meet it.

Let us tell you more about this wonderful wagon
Send for a catalog today

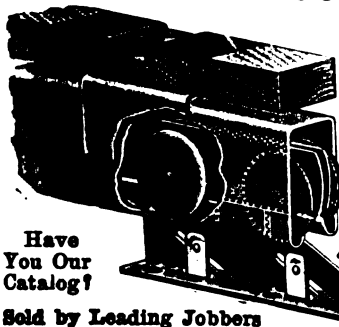
Buffalo Sled Company

Dept. A, NORTH TONAWANDA, N. Y.

Factories: North Tonawanda, N. Y., and Preston, Ont.
New York Office: 108 Chamebrs St.

Pacific Coast Representatives:
Pacific Sales Co., San Francisco
D. L. Herman, 214 Maritime Building, Seattle, Wash.

LANE'S TROLLEY



PARLOR DOOR HANGERS AND TRACK

With bicycle quality ball-bearings and patented side adjustment of track (readily accessible after it is hung) makes it impossible for door to scrape or bind.

Lane Bros.
Company

Poughkeepsie
N. Y.

Have
You Our
Catalog?

Sold by Leading Jobbers

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets



NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF...

Garden Tools



Poultry Netting



Lawn Mowers



Pruning Shears
and Saws

A. M. Holter Hardware Company

Established 1867

HELENA, MONTANA



WHOLESALE

Hardware, Sporting Goods

Ammunition

Blacksmiths' Supplies

Pipe
and Fittings



Mill and Mine Supplies

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.
ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden

Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

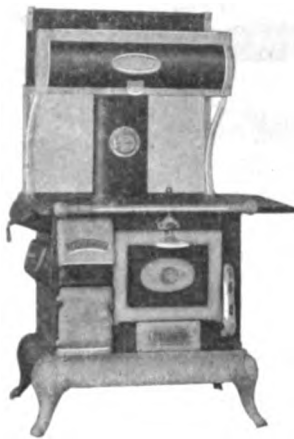
H-W-2



Here's a
Specimen

Wedgewood Range

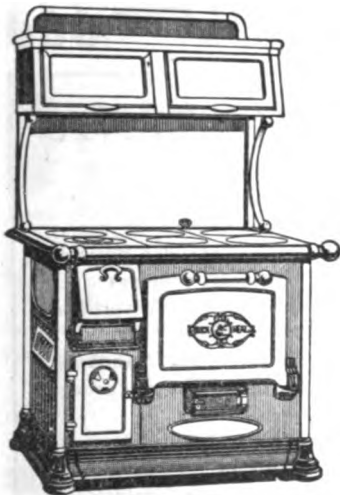
*One from a line
of 200 Models
produced by the
largest stove
manufacturers in
the west*



A line that adds to the prestige of
your business — that attracts new
trade and holds the old customers
because quality is the big factor in
every range that carries the name of

Wedgewood

JAMES GRAHAM MANUFACTURING CO.
531 MISSION STREET - - - SAN FRANCISCO



"QUICK MEAL"

All Blue Porcelain Enameled and
Black Porcelain Enameled Ranges
are "Rust Proof," "Sanitary" and
Easy to Keep Clean, being Enam-
eled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

GILSON GARDEN TOOLS
Quick Sales—Liberal Profits



3 Point Scratch Weeder

GILSON GARDEN TOOLS—Quick Sales—Liberal Profits.—Liberty Adjustable Cultivator-Weeder is an implement of double efficiency which cuts the weeds and cultivates at the same time. The malleable teeth of special design make this possible. Our Scratch Weeders are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning, and will not clog. Ask your jobber. If he can't furnish information, write us.

J. E. GILSON CO., Port Washington, Wis.

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO.
Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager



Retails for \$1.00

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-I. W. Hellman Bldg., Los Angeles, Cal.
(Factory: San Francisco)

WHY NOT SEEDS

You handle a full line of Garden Tools and accessories.

Why not the "Makins" Garden Seeds?

We furnish them in packets, including a neat display case in which they sell themselves; also in bulk—and don't forget Onion Sets and Grass Seed.

Write us regarding this profitable line, for terms and prices.

Aggeler & Musser Seed Company
LOS ANGELES, CALIFORNIA

333—WAYS OF GETTING TRADE—333

"SALES PLANS"

A collection of three hundred and thirty-three successful plans that have been used by retail merchants to get more business

This Book is 6½ x 9 inches in size, contains 282 pages, printed on best paper and fully illustrated with reproductions of advertisements, circulars, posters, letters, etc.

Substantially Bound in Cloth
Price, Including Hardware
World, One Year . . . \$3.00
Shipped anywhere, charges prepaid, upon receipt of price



CONTENTS

Special Sales
Selling by Mail
Expositions
Getting Holiday Business
Christmas Schemes
Co-Operative Advertising
Store Papers
Souvenirs and Premiums
Getting Trade Through Children
Money Making Ideas
Contests
Needlework Contests
Voting Contests
Guessing Contests
Package Sales
Sensational Advertising

Boatmen's Bank Building

Broadway and Olive Sts., Suite 533, Phelan Building
St. Louis, Mo.

204-207 Scott Building
Salt Lake City, Utah

ADDRESS NEAREST BUSINESS OFFICE

San Francisco Building
San Francisco, Calif.

388 Taylor Street

Portland, Oregon

415 Exchange Building
Los Angeles, Calif.

507 Pioneer Building

Seattle, Wash.



SUCCESS at the traps and in the field is so common a thing when the **P** Brand is used that expert sportsmen everywhere *insist* on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is *all right*.

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland - Spokane, Duluth, Winnipeg - Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

DOMES OF SILENCE

Glide softly, smoothly, silently over any kind of flooring. Save rugs, carpets, floors and furniture. Sizes to fit any kind of furniture.

We manufacture all grades of sliding casters



Metallic Bed Slides
 Sizes: $\frac{1}{2}$, $\frac{3}{4}$, 1, 1 1/2, 1 3/4, 1 5/8, 1 3/4, 2 in.

When ordering measure size of bed post.

If round, measure across inside.

If square, measure across inside corners.



HENRY W. PEABODY & CO.

Domes of Silence Division
 17 State Street New York

Wood Bed Slide

These wood bed slides made to fit $\frac{1}{2}$ -in. Universal socket. Also specially adapted for heavy arm chairs, etc.

Fits any wood bed. Pull out the wheel caster; insert this slide.



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor Coverings from injury by using
GLASS ONWARD SLIDING FURNITURE SHOE
In place of Castors

If your dealer will not supply you write us.

ONWARD MFG. CO.
 Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.

Big Profit Write

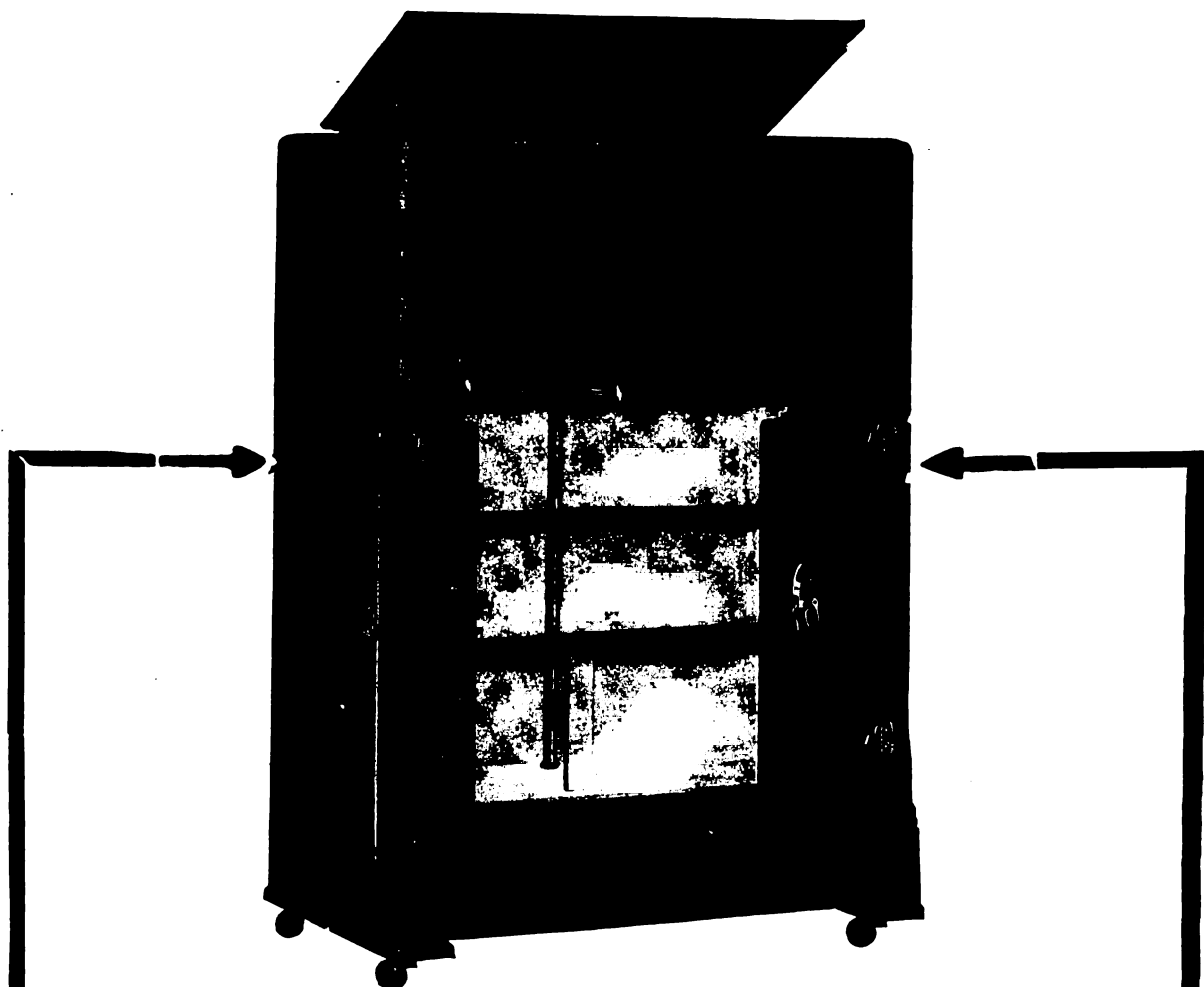
H. C. COOK CO. - ANSONIA, CONNECTICUT

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA





THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator'"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

Chi-Namel Varnish

*Heel Proof
Hammer Proof
Water Proof*

**Chi-Namel Transparent Varnishes
give new color and new
gloss with one application.**

**Boiling water does not affect the
gloss of Chi-Namel.**

The Tritch Hardware Co.
DENVER

*Distributors for
Colorado, Wyoming and New Mexico*

A NEW STUNT
A WHOLESALE SALE

Do not miss it.

For Dealers only--

We have taken the next store--12000 square feet, to sell off our Accumulated Odds and Ends.

Having in the past year purchased several competitors, we now find many lines that we will not continue and do not carry regularly--sizes, numbers and makes that do not mix with our stock.

\$200,000.00 worth of Kitchen and Hotel Ware, Brushes, Brooms, Wood, Tin and Enameled Wares--Stove Bolts, Rivets, Pumps, Stove Sundries, etc., to be sold--

Regardless of the Market.

Positively no goods sold at retail.

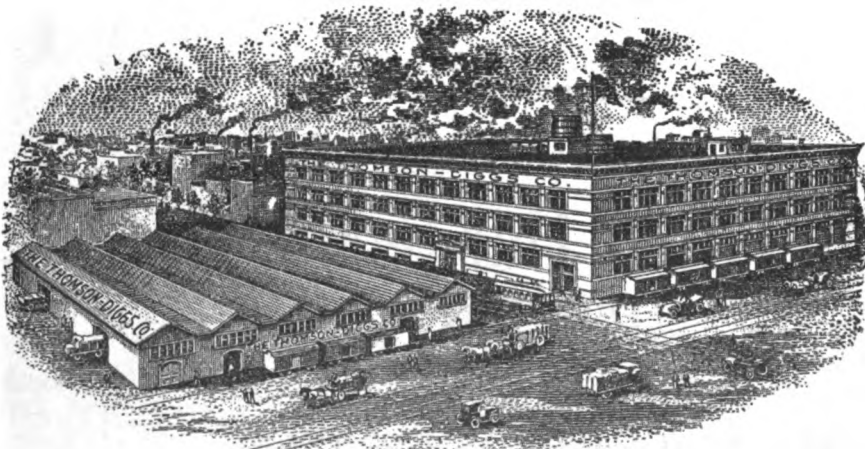
Sale starts March 1st.

THE HEYMAN-WEIL CO.
714 to 724 Mission Street, near Third
San Francisco

N. B. A partial printed list with prices on request.

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of shewing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Baker, Hamilton & Pacific Company

San Francisco - - U. S. A.

**Importers :: Wholesale Distributors
Exporters**



GENERAL HARDWARE

**Mechanics and Contractors
Tools**

**Farming, Gardening and
Lumbering Tools**

**Mine, Mill and Railroad
Supplies**

Electrical Supplies

House Furnishing Goods

Fishing Tackle

Automobile Accessories

Pneumatic Water Systems

Brass Goods and Metals

Pipe and Fittings

Agricultural Implements

**Builders and Shelf Hard-
ware**

Paints and Varnishes

Cutlery and Sporting Goods

Bicycles and Sundries

Pumps and Windmills

Boilers

Gasoline Engines

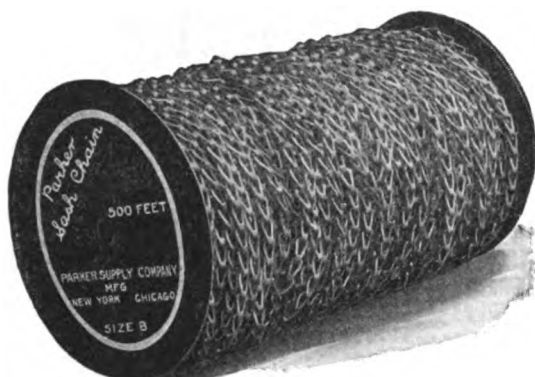
**Engineering Steam Special-
ties**

Iron and Steel Commodities

Vehicles and Wagons

**Creamery and Dairy Ma-
chinery and Supplies**

PARKER SASH CHAIN



has gained favor amongst users because—

The links are punched lengthwise with the grain, thus realizing the tensile strength. By this method, the fracture which is liable to occur by punching the links across the grain, is eliminated.

WRITE FOR SAMPLE CARD AND PRICES

PARKER SUPPLY CO.

MANUFACTURERS

784 East 135th St.

New York

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.



2 BROOMS IN 1

Give your customers greater value for same money. They can cut out the seams on the improved LEE as broom wears shorter and receive double service over the old style wire made broom.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands

The Popular One-day Intermittent Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3 1/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.

150 Post Street
San Francisco, California

The Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE

HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

COLT FIREARMS



*"The Proven Best
by Government Test"*

On the battle-field—in the preservation of law and order—the protection of home and country—whenever and wherever armies or individuals have had to enforce right with might — COLT'S FIREARMS have been creating, building and maintaining a reputation for merit, efficiency and reliability, that has resulted in a position of unquestioned superiority.

(1836-1918)

Pacific Coast Representative
Phil. B. Bekeart Co.
San Francisco

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

Service for the User Business for the Dealer

In selling Sturges Milk Cans you have one big point of superiority which good dairymen do not overlook. Each Sturges Can is built with

Guaranteed Capacity

Saves time and work for the dairyman. Sturges Cans sell quickly—and hold the better class of trade—and bring better profits to the dealer. Write for catalog No. 29X

STURGES & BURN MFG. CO.

Established 1865
CHICAGO - ILLINOIS



Quick Shipments
Made from
Pacific Coast
Warehouses



Sturges Milk Cans

Prepare Early

For a Big Sale of Canning
Supplies This Year



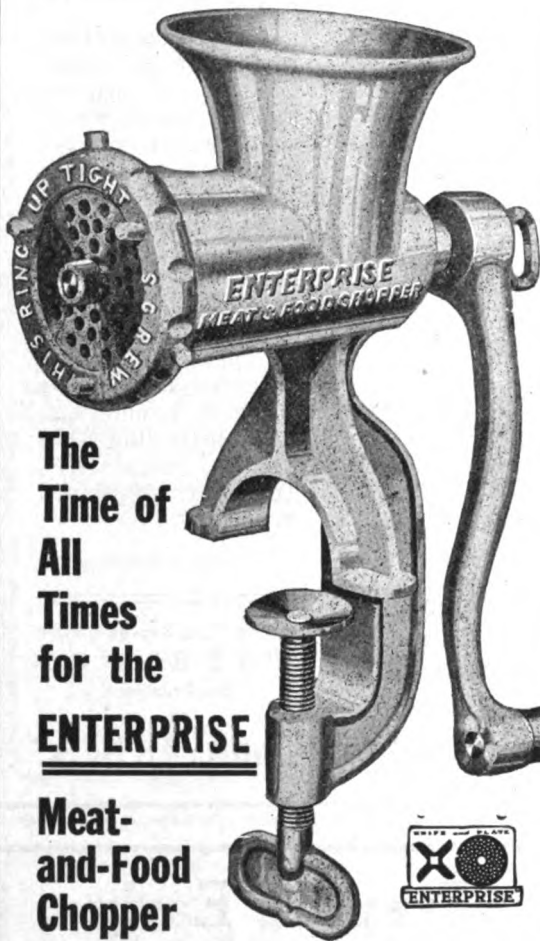
Our article was in large demand and proved a repeater last season. Increased output and central location enables us to fill orders promptly.

Write for Prices and Sample

The Handy Manufacturing Co.

Maritime Building
Seattle, Wash.

208 Wabash Avenue
Chicago, Ill.



The
Time of
All
Times
for the
ENTERPRISE

**Meat-
and-Food
Chopper**

The biggest help ever given the sale of a household specialty is that given the "Enterprise" Meat-and-Food Chopper in the nation-wide appeal to "Save Food Waste!"

Because here is a kitchen chopper that does save as no other "chopper" can. It's the chopper, with the razor-edge steel knife and perforated steel plate, that cuts the meat—sinews, gristle, tough ends and all—without mangling, tearing, or squeezing out the juices. It not only saves the nutritious elements of the food, but actually increases the nourishing value by making it more palatable and digestible.

Your chance to help the housewife — and therefore the nation—and to handle one of the fastest-selling specialties today, is right here and now, with the "ENTERPRISE."

No. 5, Family Size, \$2.50

No. 10, Large Size, \$4.25

Your Jobber Can Supply You

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U. S. A.

TRINER "LIBERTY" PARCEL POST SCALE



With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in computing postage required by new war Revenue Bill.

Made only in 20-pound capacity.

Black enamel finish, glass front, steel top; list price, \$3.50 each.

Same style, tile top; list price, \$3.75 each.

Blue enamel finish, glass front, tile top; list price, \$4.00 each.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.

West Twenty-First Street

Chicago, Illinois

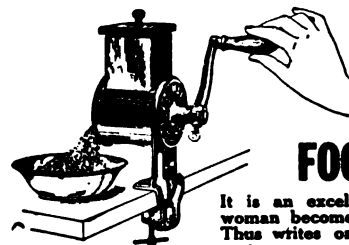
W. P. Horn & Co.

Pacific Coast Representative

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Oregon



We find it easy to
sell the

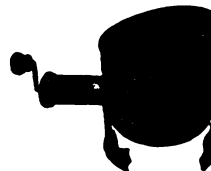
**"Climax"
FOOD GRATER**

It is an excellent article and every woman becomes infatuated with it.—Thus writes one of our enterprising customers.

HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schlichter Manufacturing Co.

HAMILTON, OHIO



**GENUINE
HUNTER'S SIFTER**

The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

SELL 100% SERVICE TOOLS

The inferior tool "sticks" the customer, prevents his coming back—not the dealer. The powerful

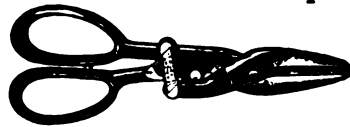
SAMSON PUNCH

like Liberty Bonds, is a good investment any way you take it. The Samson creates satisfaction and confidence toward the dealer, because it delivers the highest punch service.

For punching any sheet metal, leather, paper, fabrics, giving the widest range of uses in the greatest variety of trades, the Samson assures unqualified satisfaction. It punches an accurate, clean, burr-free hole with minimum effort. The same tool head takes seven interchangeable size dies—from 1/16" to 1/2" diameters. Nickel plated. Simple in construction. Made to last.

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

Write for
Proposition
Prices, Etc.

BARTLETT Compound Lever**SNIPS and
PRUNING
TOOLS**

The Compound Lever gives an even cutting.

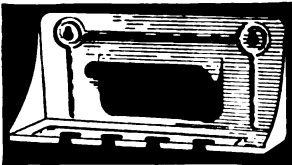
The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.

36 E. Lafayette Ave.

Detroit, Mich.

SANITARY TOOTH BRUSH HOLDER

Sells on Sight
Has CAPACITY and
STYLE

This is an attractive Bathroom Fixture. Is stamped out of one piece of sheet steel and beautifully enamelled.

**A SPLENDID
RETAIL ARTICLE**

The holder is a self-seller and carries a profit to the dealer. Send for illustrated circulars.

E. J. CHUBBUCK CO., Dept. 5

Coast Distributors

731 Market Street San Francisco, Cal.



JOE WELSH

PASADENA
CALIFORNIA

Sole Agent U. S. and Canada

504 pounds of salmon with a No. 1 Joe Welsh Leader.

—This is one month's fishing in Newfoundland and at the end of this rigid test—the gut showed no signs whatever of wear.

—“Some leader!” Yes — the Telarana Nova, made in Scotland, in five breaking strengths of 30, 16, 10, 7 and 4 pounds—lengths 3, 6 and 9 feet. Worth 20 times its cost to you. Send this ad and 25c for 3-foot sample.

Dealers write for
booklet and prices

HARDWARE AGENTS WANTED

Pacific Coast Distributors
BAIRD-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. **O. J. CHILDS CO., Utica, N. Y.**

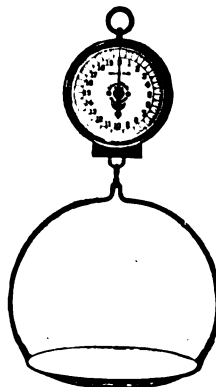
**Mason
Tool Bag****We Manufacture**

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG
& MFG. CO., Inc.**

TROY, N. Y.

**PELOUZE
New Hanging Scale**

No. 101

Capacity
20 lbs. by oza.

The Dial is large and distinct — finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

**Pelouze Manufacturing Co.
CHICAGO**

Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

EWING-LEWIS CO.
Representatives

San Francisco

Los Angeles

ESTABLISHED IN 1834—THE OLDEST HOUSE IN THE BUSINESS

"MODEL" ROASTERS

The Roaster of Satisfaction

Manufactured by THE CENTRAL STAMPING COMPANY'S original process of reverse stamping whereby all unsanitary and unsavory ridges are eliminated. Made in Plain Metal, also enameled in three colors.

Seamless
Sanitary
Self-Basting
Self-Browning
Satisfactory



Best Shape and
Construction
For Efficiency

ONE PIECE BODY
(Makes Cleaning Easy)

MAKES ROASTING A
PLEASURE
(No Basting Over Hot
Oven)



HAS HOT AIR
JACKET
(Prevents Burning)

CLOSE FITTING
HANDLES
(Economy of Space)



Blue Glazed Enamel

TRADE MARK

Fish Racks can be furnished for use with the roaster, but are not included unless ordered extra.

TWO SIZES

Small Holds

- 10 Lb. Round Roast
- 8 Lb. Rib Roast
- 8 Lb. Leg of Lamb
- 1 10 Lb. Turkey or
- 2 4 Lb. Chickens

Large Holds

- 18 Lb. Round Roast
 - 14 Lb. Rib Roast
 - 15 Lb. Leg of Lamb
 - 1 16 Lb. Turkey or
 - 3 4 Lb. Chickens
- Small 10 1/4 in. x 15 1/2 in.
including Handles 17 in.
- Large 11 1/4 in. x 17 1/4 in.
including Handles 19 1/4 in.



Gray Mottled Enamel

Represented in California
by

BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

In the State of Texas
by

O. V. MILLARD
San Antonio, Texas



"Model" Extra Large Roaster

Represented in the States
of Washington, Montana,
Idaho, Oregon, Colorado
and Utah by

FRED A. LEE
1626 Thirteenth Avenue
Seattle, Wash.

One Size 12 3/4 in. x 18 5/8 in., including Handles 20 3/4 in.
Two Finishes—Polished Sheet Steel and Blue Glazed Enamel.

THE CENTRAL STAMPING COMPANY ... NEW YORK

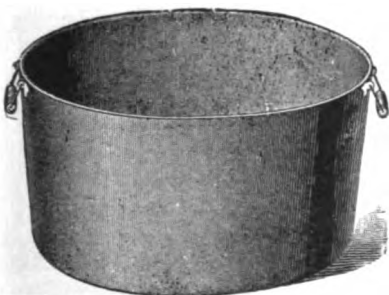
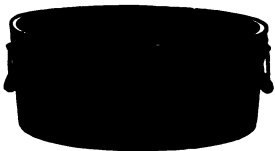
"Fibrotta"**KEELERS**

"Fibrotta" Keelers make excellent refrigerator drips. They will not rust, leak nor fall apart. They are also used as small wash tubs.

In restaurants and hotels they are used in the kitchen for holding cut vegetables, butter, silver, etc.

We make an oval keeler that is the finest baby bath on the market. Better than metal because it doesn't let the water cool so quickly. And there are no sharp flakes of enamel to chip off and they cannot rust.

These points help you sell them.

**"FIBROTTA" SPITTOONS**

"Fibrotta" Spittoons look well anywhere. They are particularly good for offices, hotels, saloons, restaurants, cafes, and also for use in private homes. Their glass-smooth surface absorbs no moisture and retains no odors. They are easily disinfected. Cut at right shows top being removed for cleaning. Made in five styles, fully described in our catalog.

*"Fibrotta"***UMBRELLA STANDS**

The best-looking umbrella stand and the most satisfactory. Used in private homes, clubs, hotels, restaurants.

Won't scratch polished floors and won't leak or rust.

Gives the customer good service and you a good profit. Act now and get our catalog.

*"Fibrotta"*

Tap This Source of Good Will and Profit

"Fibrotta" is a wonderful material that has brought good-will and profit to hardware men all over the country.

It gives lasting satisfaction and confidence in your store and the goods you sell. Once sold on "Fibrotta," people become regular customers.

Some "Fibrotta" products are illustrated. Read about them. And then write for our latest catalog. We will gladly send it.

CORDLEY & HAYES
COOLER HEADQUARTERS
40 Leonard St., New York City

*"Fibrotta"***TUBS**

There is a big demand for these in butcher shops and delicatessen stores. The butchers put sausage meats in them. The grocers use them for holding pickles, kraut, salads, etc.

As washtubs they have the prime requisite of a good tub—they never leak. No staves to warp, split or fall apart. No metal to rust. Light, strong and durable. A good line to carry.



Stanley Garage Hardware

is especially made for garage service. It satisfies the simplest or the most elaborate requirements.

Stanley Butts, Hinges, Bolts, Pulls, Latches and Stanley Garage Door Holders are of the highest quality, and can be relied on absolutely.

Stanley Garage Hardware is sold quickly, and it makes money for you easily. Write for our booklet "Selling More Stanley Garage Hardware" today!

The Stanley Works

New York
100 Lafayette Street

New Britain, Conn., U. S. A.

Chicago
73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners, Screen Window and Blind Trimmings, Twin Rolled Box Strapping and Cold Rolled Strips Steel.

Stanley Garage Hardware is adaptable for factory and mill doors.



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the HARDWARE WORLD. All Rights Reserved)

Volume XIII

MARCH :: 1918

Number 3

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|--|---------|
| Merchants Learn by Criticism—How a Baby Plate Sale Resulted..... | 73 |
| How the Dealer Can Adjust His Business to War..... | 74 |
| How You Help the Catalog House..... | 75 |
| Advertising by Cartoons..... | 78 |
| An Aluminum Publicity Campaign..... | 81 |
| Urge Extensive Seed Planting..... | 83 |
| A Partnership Experience and Its Two Morals..... | 84 |
| Conscientious Attorney Makes Able Sales Manager..... | 86 |
| A Back Yard Poultry Campaign..... | 91 |
| Fire Protection That May Fall Down..... | 95 |
| Educating Merchants to Possibilities of Their Business..... | 100 |
| Getting Business Now..... | 104 |
| Who Will Get the Accessory Business..... | 106 |
| The Politician's Methods in Business..... | 110 |
| Magnitude of the Auto Accessory Industry Shown by Figures..... | 112 |
| Young Man Develop These Qualities..... | 116 |
| The Day of Discipline..... | 124 |
| New Goods and Specialties..... | 134-142 |
| Business Opportunities..... | 143 |
| PLUMBING AND HEATING SECTION..... | 144 |
| Loving One's Work..... | 144 |
| Price..... | 148 |
| Home Conservation..... | 152 |
| Questions and Answers..... | 156 |
| AUTO ACCESSORY DEPARTMENT..... | 102-133 |
| RETAIL SELLING PRICES..... | 159-173 |

DEVELOPING YOUR LOCAL MARKET

There are two types of men in business in every community—storekeepers and merchants. Storekeepers have goods for sale; merchants sell goods. Success in retail merchandising really rests largely on this distinction. The man who is too busy to do anything except take his customer's money when the customer happens to come after the goods, never develops his business beyond the storekeeping stage.

The real merchant is the man who senses the undeveloped demand for goods in his town, and proceeds by modern selling methods to arouse that demand, and supply the latent needs of his trade.

The common necessities of life are easily sold. People must have them. But in selling the higher grades of goods, the merchant's patrons must be aroused to a realization of the comforts and even necessities they should have if they are to get the most out of existence.

The successful merchant is the man who energetically studies the homes of his community. He makes it his business to educate his trade to the real need of proper equipment and conveniences in their homes.

ERRORS IN STORE KEEPING

I listened with deep interest to the remarks of a successful merchant the other evening. He had pushed himself up. His store had gradually grown from a little shop to a trade emporium. He has every detail of his business in hand, and he is properly regarded as an authority on how a retail business should be conducted.

Some one asked him to name a few of the most common errors of store keeping, and he stopped in the midst of his interesting address to state a half a dozen; and here is what he said:

First—Inattention to customers and of the business at hand.

Second—Failure to meet the customers with a smile and to express by his actions and words his keen desire to serve.

Three—Making jests, side remarks, or haggling with a prospect.

Four—Showing no interest in the transaction, and thus giving the customer the impression that he neither cares nor knows about the article or whether it will satisfy the expectations of the customer.

Sixth—Showing a marked desire to sell the article in hand and being backward to bring out other styles of the same thing, and submitting them for comparison and consideration.

Read the above paragraphs carefully, give a minute of attention to each to decide whether or not this applies to you. Then if the shoe pinches, make a resolve to correct the error, and thus move your business up another peg.

Bonds or Bondage?

TRUSTWORTHINESS

To be trustworthy—to be singled out as one who is reliable and dependable; one who accomplishes things—is a wonderful asset.

A man may be loyal and devoted to the firm's interests, justifying their fullest confidence; another may be diligent—even competent. The third may be industrious, but still none of them may be trustworthy.

The loyal man may not be competent; the one who is diligent and capable may possess eccentric tendencies which minimize his efforts, and the one who is industrious may be one who makes many mistakes.

But the trustworthy man is the one who can at all times be counted upon to do his tasks in the way in which they should be done.

Experience has taught him how not to do things—what to avoid—as well as the knowledge of the correct way in which they should be done.

Trustworthiness, like many other desirable qualities, can be acquired, but its acquisition requires constant effort.

LEST WE FORGET TO DO OUR PART.

For beauty of expression and phrasing, for imagination, vision and soul-reaching appeal, we commend this excerpt from a letter of an anonymous American soldier:

"They say, who have come back from Over There, that at night the troubled earth between the lines is carpeted with pain. They say that Death rides whistling in every wind, and that the very mists are charged with awful torment. They say that of all things spent and squandered there young human life is held least dear. It is not the pleasantest prospect for those of us who yet can feel upon our lips the pressure of our mothers' good-bye kiss. . . . But, please God, our love of life is not so prized as love of right. In this renaissance of our country's valor, we who will edge the wedge of her assault make calm acceptance of its hazards. For us, the steel-swept trench, the stiffening cold—weariness, hardship, worse. For you, for whom we go, you millions safe at home—what for you? . . . We shall need food. We shall need care. We shall need clothes for our bodies and weapons for our hands. We shall need terribly and without failure supplies and equipment in a stream that is constant and never-ending. From you, who are our resource and reliance, who are the heart and hope of that humanity for which we smite and strive, must come these things."

(Signed) CITIZEN SOLDIER No. 258,
—th District, National Army.

Always try to do your best, but not your friends.

Merchants Learn by Criticism

Suggested "Baby Plate" Sale Used to Good Advantage

A FEW days ago a merchant from a nearby town, being unable to secure a certain line of dishes, called on Spelger & Hurlbut, Seattle, thinking they might be able to furnish the line desired.

As is well known, there is a shortage on many lines of chinaware, and the merchant was not able to secure just what he wanted. It is typical of the spirit of this institution that they will go to any length to accommodate a friend or help them out of a dilemma, and they brought out some small soup plates of a line that did not seem to be in demand, thinking that the country merchant might be able to sell them.

True, they had been in stock for some time, but the hospitable people of Seattle did not seem to think they wanted small soup plates.

Perhaps as Hooverized conditions progress they will be just the thing a little later. Nevertheless, the merchant ridiculed the idea, remarking that such soup plates were only fit for baby plates.

Baby Plates! Presto.

"There is an idea," thought Spelger. "Baby plates! There has been a demand for children's dishes that could not be supplied. Why have I not thought of it before? The man ridiculing the idea has given me a suggestion. We will get out our stock. We have had them a long, long time.

"We will fix up a sales window, and baby plates and children's dishes will be in demand." And they did.

And if you know the spirit and enterprise back of this progressive institution, you don't need to be told that the sale was a success, and a big one, and it resulted in other lines of children's goods being sold. This is what so many retail merchants neglect—profiting by suggestions. How many merchants would have put the plates back in stock without a thought of utilizing the criticism to his own advantage?

It is this being receptive to new ideas, getting in touch with your customers, and obtaining their viewpoint—their suggestions and criticisms—that will help you dispose of your merchandise.

Cash In on Your Old Stock.

If you don't turn your dead stock into money now, you never will. With the difficulty of obtaining new lines of merchandise, the shortage of goods, the embargo on freight, if the retail merchant don't turn his dead stock, or the stock which he has accumulated and stored away for which there is no demand—if he don't make an effort to turn this into money now, he had better junk it and use the space for something else. But why junk it?

There is use for almost every line of merchandise that is made. If not for the particular purpose for which it was bought, get it out, display it, call the attention of your customers to it. Perhaps they will give you an idea or suggest a use to which it might be put that you never dreamed of.

SELLING AT A PROFIT

Selling goods without profit is injurious to manufacturer, jobber, retailer and consumer.

It destroys reputation, depreciates quality and leaves ruin and demoralization in its path.

It is the father of deception, misrepresentation and business hypocrisy.

It creates strife, discord, distrust and dishonesty.

It opens the doors of bankruptcy and closes the gates of opportunity.

It deprives honest effort of reward and puts a premium upon lying inconsistency.

Its pernicious influence forces all to a common level.

Cutting the price merely for the sake of getting an order regardless of the fact that you obtain a mighty small margin of profits, is mighty poor business and a decidedly dangerous practice to follow.

SAME OLD TROUBLE

Same old musty, dusty store,
Same old dealer—time galore.
Same old fixtures, same old stock,
Same old hammer, same old knock,
Same old books—an awful bore!
Same old ignorance of store.
Same old cobwebs, same old flies,
Same old "I can't advertise."
Same old failure—same old wail—
Same old common sheriff's sale!

THE FAITH NEEDED TODAY

Faith is needed all the way.
Faith to toil and faith to pray,
Faith to learn and faith to teach,
Faith to practice, faith to preach,
Faith to start each day anew,
Faith to do our duty, too;
Faith to help the weak along,
Faith to bear, in patience, wrong,
Faith to smile though sad within,
Faith to conquer every sin,
Faith to ask Him for His care
While we earthly trials bear;
Faith to smother every sigh,
Faith to live and faith to die.

—Anna Pembroke Hannon.

How the Dealer Can Adjust His Business

By E. L. Howe, Retail Store Section, United States Food Administration

THERE is no more willing team worker than the so-called "small" retail merchant, when it comes to responding to the call of his country. He is always glad to do his part in public service, provided that part is clearly pointed out.

War has brought very definite duties to all retail merchants in the shopping districts of big cities, or in the villages and towns. Upon good team work with the government depends not only our success in winning the war, but the efficiency and prosperity of our merchants' own business. For war times are not peace times, and the mercantile methods of normal years require adjustment to the new conditions of a war emergency.

Conserving Labor

The first great demand upon the merchant was for conservation of labor. He had to adjust his business to the new conditions when employees, or perhaps his sons, were called into the fighting forces. It is now pretty well understood that no merchant, large or small, can employ unnecessary labor in his business. This was not recognized until it came as a war measure, but now that the adjustment is being made, business men see that it was also a peace measure—that the new arrangement will probably not only continue after the war is ended, but that it might have been made in part, at least, before the war was declared.

Some retailers are inclined to protest that they do not employ unnecessary labor. But there are few who, after a careful analysis of their business organization today and a comparison with the same organization a year ago, will not find that too many people were employed for the work to be done, or that unnecessary work was being performed, adding to the expense of the business and the cost of merchandise to the public. Careful rearrangement, releasing workers who are needed elsewhere, either on the fighting line or in the making of war material, is a definite public service.

Working With Other Business Men

A merchant must work with his fellow merchants, and with the manufacturer, the banker, and the farmer, the professional man and the housewife, to bring about a new utilization of our human resources.

In adjusting his business to this new need he will find that he is not only helping the country, but putting his business on the best possible basis for meeting the situation that will have to be faced with the coming of peace—a situation that will call for lower operating cost, larger turnover on more moderate margins of profit, more energetic dealing with competition

as a result of changed conditions in Europe, and greater efficiency in every way.

The Dealer's Influence

In connection with the conservation of food and other necessities the retail merchant is in a peculiarly good position to place the message of the administration squarely and convincingly before his community. In the first place he is well known, he has the respect and confidence of his clientele, he has the reputation of meaning what he says, and he can influence the thought of the public in his immediate territory.

He may and should do this in his advertising by announcements of the rearrangements that people should make in their buying schedules. He may and should do it by window displays, visualizing conservation. He may and should do it in his own living and buying and in his contact with his fellow men. He should first instruct every one of his employees as to their obligations in conservation so that all will live according to the recommendations and instruct their families to do likewise.

The small retail merchant, by his influence and example, can be of tremendous assistance to the people of the world in this critical period. He may supplement his other work by taking an active part in the display and distribution of the posters which are being used in connection with the pledge card campaign, and by having cards printed with conservation slogans and enclosed in merchandise packages. The daily papers are carrying conservation messages from the administration that every merchant can utilize. In addition, all the trade papers publish ideas and details wherefrom he may obtain definite information. There is a fund of opportunities for the small retail merchant to help if he will fully appreciate the gravity of the situation. It is a problem that will not solve itself and in fact cannot be solved without the fullest cooperation of all those who will benefit by the solution or who will suffer by a failure to solve it.

If you think you're outclassed, you are
You've got to think high to rise,
You've got to be sure of yourself before
You ever can win a prize.
Life's battles don't always go
To the stronger or faster man;
But soon or late the man who wins
Is the one who thinks he can.

—Walter D. Wintle.

Operating on the railroads in Washington makes it a Capital operation.

It is better to have tried and won than never to have tried at all.

How You Help the Catalog House

(Copyrighted, all rights reserved)

WITHOUT doubt the business of the catalog houses today would be a large percentage less than it is if they had never received any help from the retail merchants of the country. Possibly the catalog houses would never have prospered enough to cause any such development as they have experienced if the merchants had not helped their cause.

A very considerable portion of the blame for the success of the catalog houses of the country is squarely up to the home merchants. If this help you have given has been of an indirect sort, it has none the less been help and it has counted against you. It has produced results.

How Have You Helped the Catalog Houses?

For one thing, you have helped them by tirades of abuse. To have damned them with faint praise might have worked to your advantage, but to damn them utterly and to condemn them as crooks, as grafters, as parasites, as destroyers of the prosperity of our country towns, whether the accusations have been true or false, has worked to their advantage in two ways. It has created the usual sympathy the public feels for any person or thing made the object of abuse by some one who seems to be jealous, and it has created a distrust, not to say disgust, toward you who do the damning.

When we so far forget ourselves as to let our animosity toward a competitor in our own town or in a distant city crop out, we do something toward developing interest in that competitor.

The person who is a regular customer of and a believer in the mail order house is going to take personal offense at the abuse we heap upon that house. He is going to feel that a certain proportion of that abuse is directed at him, that we are criticising his judgment in electing to buy from that source. Naturally he will in his own mind and perhaps openly defend his course and the honesty and fairness of the catalog people. That is just what will do the mail order house the most good and do us the most harm, and go furthest toward fixing in that customer the determination to continue to trade there.

Anything we say or do to give the public the impression that we are trying to dictate where it shall or shall not trade will create a feeling against us. People are very ready to stand up for what they consider their rights.

Knock as Good as a Boost.

Knocking the catalog house then, means boosting it. This does not mean that we must throw bouquets at these competitors, but that

when we knock them we show we are sore. People know we would not be showing that bitterness unless those competitors have succeeded in cutting into our business.

If you have some good, sensible argument against a catalog house, it may be used if handled in the right way, but merely indulging in vituperative abuse is a great mistake.

A good many merchants have gone so far as not only to curse the mail order folks verbally, but to condemn them in their printed advertising. I can just imagine that the advertising managers of some mail order houses have chuckled many times with glee over the free advertising they have had at the expense of retail merchants who seemed to think that advertising the catalog house success would hold trade at home.

"Do" in Place of "Don't."

Too much of the anti-mail order work done by merchants, and by chambers of commerce, too, has been of the "Don't" instead of the "Do" sort. We have occupied our time and our advertising space with telling people not to trade away from home, not to send money to mail order houses, not to take chances on mail order goods, when we should have been telling them what they should do.

We ought to be telling them to buy this or that from us, calling attention to the superior value of our offerings, of our service, of our guarantee, etc.

It is an acknowledged fact that the influence of our advertising is infinitely greater when we suggest doing something than when we suggest not doing something. Let's deal in positive rather than in negative suggestion.

We have done a world of good to the mail order houses by claiming we could sell "just as cheap" as they sell. In this way we have accepted them as the standard. When we say our goods are "just as good" or "just as cheap" as those of some one else, we imply that the other fellow established the quality or the price and we have tried to meet it. It is natural for the buyer to give preference to the originator.

Try This Suggestion.

Why not put this kind of talk the other end first? Why not admit, if we must admit anything, that the mail order house may sell as good goods as we do, sometimes, or sell as cheaply as we do, sometimes? Why not cause the public to think of our stores as the standard of the comparison?

In the matter of price we have helped the catalog houses many times over. We have stub-

bornly adhered to a long profit and a slow turnover when we might have been making a good deal more money by taking a shorter profit and thus speeding up the business.

Like the man who held onto his Civil War calicoes for half a century because he could not get cost out of them, we have refused to sell our goods at mail order prices (on the basis of the delivered cost of such goods) with the result that we have lost the trade we might have had and a large amount of business that has gone along with it at prices equal to or above those we normally receive.

We have made purchases of goods that we could have featured with a good profit at prices below normal and we have chosen to try for an abnormal profit rather than for the quick sale and the reasonable return.

We have allowed prejudice against cheap grades of goods to keep us from stocking them when we ought to have known that we have hundreds of customers and possible customers who want cheap goods, whose circumstances necessitate their buying cheap goods.

It all counts for the mail order man when we take the position that our trade is a good class of trade and that our people want good goods and that consequently we would be foolish to carry anything else.

Sell What People Want.

If people want cheap goods and we do not have them, they will send for them and we can not blame them. It is all very well to say that if we do not have the cheap goods they will buy the better ones and appreciate them all the more. That is easily said but unfortunately in the long run it is not true. People insist upon having what they want.

If we do not have the cheap goods, it is harder to sell the good goods. A customer comes in with a low priced purchase in mind. If we have the cheap article and can show it and call attention to the difference between that and the better one, he is very likely to buy the better and be pleased. If we do not have the cheap goods, anything we say to their detriment sounds false and hollow and prejudiced. The customer thinks we are merely trying to sell what we have because we have it and he decides not to buy until he has seen the cheaper goods elsewhere, or he buys by mail.

Low priced goods, cheap goods, if you prefer that term, help to draw trade we otherwise would never see because people who want cheap goods, who haven't the money for better goods, will not even try the store that has the reputation for carrying only higher priced lines.

Many Want Price.

One of the very best ways of helping the catalog house is by refusing to carry cheap goods. This necessitates taking the extremely

unfortunate position of condemning a competitor because he sees fit to offer a grade of goods we do not offer. We can never bring the public to see this as we see it. The people insist upon looking at the price as well as at the quality. The mail order quality, in the catalog at least, looks well enough, and what we say against it can not be made to sound unprejudiced.

The jobber or the manufacturer from whom you buy usually likes best to sell his higher priced goods and you will meet with little encouragement from him in buying cheap goods with which to meet mail order competition, but the way to manage your business is to manage it, buying according to the actual needs of the case rather than according to the inclinations of the salesman who is showing you the line of samples.

Perhaps you need not buy many cheap goods, only enough so you will have them to show. Depend upon salesmanship to make the cheap stock last and to sell the better goods, but if you want to hold your own against the mail order catalogs, have some goods that matches theirs, quality for quality and price for price.

And of course you have helped the mail order houses if you have been an inefficient merchant; an unsuccessful merchandiser, keeping your store in a shiftless, haphazard way. This is an indirect way of helping them but it helps just the same. The man who is a poor merchant is always easy for his competitors. If your hottest competitor should suddenly give up trying to run a good store and drop into slipshod ways, ceasing to advertise and spending his time sitting at his desk with a cigar in his mouth and his feet on the desk while he cursed you and all the rest of his competitors, wouldn't he be doing more to help your business than any plan you yourself could put into operation?

If you are not a good merchant, if you give poor service to your customers, treating them carelessly and doing just as little as you can for the profit they pay you, you may be sure you will never keep anyone from sending orders to the catalog houses if they have inclinations that way.

You see, you help the mail order houses by your sins of omission as well as by your sins of commission. The sooner you cease to do anything for their advantage, the sooner you will get your share of the trade that ought not to be going away from home.

Some folks try to get up in the world by throwing stones at men who have reached the top.

The man who does things is seldom heralded by an advance agent and a brass band.

THINGS WORTH WHILE

(By G. S. Hamrick.)

Aluminum cooking utensils have come to be not only a household word, but a necessity. We do not believe that the average merchant or salesman studies aluminum as thoroughly as they should in order to sell the people what and all they should buy.

The public are aware, in a general way, of the merits of aluminum, but are open to advice and instruction as to specific reasons why better results can be obtained by the use of aluminum, and especially is this true by using cast aluminum, which has a thickness of wall that adds much to the efficiency.

Give a Real Reason

A salesman or saleslady, on being asked what is the difference between an article being shown at \$1.75 and a similar article at \$2.50, should be able to give an explicit reason and not simply answer seventy-five cents.

A merchant carrying too many brands, trying to find what his patrons want, is unable to get satisfactory results to himself or his patrons: First, because he has not a complete line of sizes in any one make he is showing. Now, as to aluminum known as stamped or spun, there is but very little difference in 99 per cent pure aluminum in any brands on the market. The greatest obstacle the salespeople have to overcome is that certain brands have been shown to consumers until they have become familiar with them and do not realize that almost any make of aluminum on the market has the same value.

This is largely because salespeople are not familiar with values. Know your line, show your line, stock your line more completely and uniformly, and let us help you to build a much better and more satisfactory aluminum business by stocking lines of merit, that you can replace your shorts of today or tomorrow.

HELPFUL HERBERT

What a friend we have in Hoover,
All the skins and thieves to bare.
What a surplus fat remover,
All our hungry pangs to share.
Ever present help in trouble,
Guide, philosopher and friend.
Pass the shark-meat and fried stubble.
Will the conflict ever end?

Have you trials or temptations
When the appetite you'd curb?
When you would exceed your rations,
Take it up with Uncle Herb.
When spaghetti you can't maneuver
And fried parsnips you abhor,
Take your troubles all to Hoover—
That is just what he is for.

A SMALL TOWN, A LIVE WIRE, AND HOW HE GREW

You are in a small town, and every once in a while you tell yourself in a quavering tone of voice that it is a dead one. In your line there is little trade, and less cash.

Hard lines, hard lines, brother! Let us weep!

Some years ago a young man was located in the country who wasn't ever in a town. His shop was at a crossroads. He was eighteen years of age, and he had about as many dollars of capital. His stock was worth some two hundred dollars, and he owed for most of it. Compared with him you are bloated bondholder, doing a rushing business.

Of course, the young man became disgusted, closed out his business, and got a job at some line of work.

That's what he **didn't** do. When trade was dull he put his stock in a wagon, and carted his goods from farmer to farmer. If they wouldn't buy for cash, he took live stock and farm produce. This opened his eyes to what the farmers needed in the hardware line, and he specialized on that. He found just what kind of price and articles they needed, and he went from place to place making his sales. He learned so much of business that the little place could not hold him, and he located in one of the large cities. Today he is the proprietor of the largest hardware store in that city, and is doing a thriving business.

What that young man did was to **create his opportunities**. It took a lot of planning and thinking to do this, and he made many experiments before he found himself on the right track. But when he assured himself that he was on the trail of opportunity, he developed it to the limit.

This land and these days are the highwater of opportunity. Our country is so rich, life is so varied, civilization is so complicated, and the world is so willing to reward those who well serve it, that every one, everywhere, any time, can turn his footsteps to business success.

The best way to break an old habit is to form a new one. If you feel that you must celebrate the coming of a new year by dropping something, let the habit of saving and buying war stamps and certificates take its place. This not only may make it easy for you to "swear off," but may give you such a practical insight into the fundamentals of finance that you will date your success from the beginning of 1918. Besides you will be helping to win the war, and every one has to help if this war is to be won by the side in which we are interested. Let Uncle Sam help you to form the saving habit.

"Germany is suffering from a bad drouth."

"Indeed! It seems to me she's suffered more from a bad reign."

Advertising by Cartoons

EVERY live, enterprising merchant is interested in any way that will make his advertising more effective, that will bring people to his store, that will cause them to talk, arouse interest in his goods, and what is more important, result in making more sales.

All advertising is good; some of it, of course, is more effective than others. The advertising matter that manufacturers are glad to distribute is one way many merchants have found most profitable, even if nothing more than tying up the literature with packages or sending it out to a mailing list.



MISS MINNIE LAURANCE
Who has developed sales window cartoons.

Other manufacturers supply electrotypes, slides for moving pictures, advertising by catalog, circulars, and using the local publications. All this has accumulative value, for advertising is designed not only to make people talk and think, but to create a favorable impression, and especially to get them to come and see what you have to offer.

A Merchant's Window

Is one of the most valuable methods that can be used. People get in the habit of coming down your side of the street, crossing over if need be, to see what Smith Jones Co. have in their window today.

Some merchants make a point of securing photos of current events that are transpiring, pictures of the war, pictures of inventions that are being made, but here is an absolutely unique way of advertising that must be credited to W. G. Ross, an enterprising merchant of San Bernardino, Cal.

Mr. Ross himself is not the cartoonist. He is a man who does not believe in doing a thing simply because some one else does it, but is always receptive to new ideas. He is on the lookout for something new, something that is different, that the other fellow has not thought of. Miss Minnie E. Laurance conceived the idea of advertising by cartoons, and Mr. Ross was glad to co-operate with her, placing these cartoons not only in his newspaper advertising, but putting them in his window. But let us have Miss Laurance tell the story in her own words, which she is glad to do for the benefit of Hardware World readers.

My idea of cartoons as a means of advertising is, perhaps, not a new one, but the field is one which I believe should be more thoroughly cultivated, for in it are unlimited attractions and advantages for the merchant. For instance, if instead of paying a newspaper man who probably knows less than



NOT A DEPENDABLE TANK.

the merchant, and certainly cares less, a big price to run a two or three line ad in some out of the way corner of the ad section of his paper where no one but the typesetter ever sees it, he would devote a few minutes every day to a careful study of the public's wishes, add a little more if necessary to the money he has heretofore been wasting, and call attention to his wares in a manner every one can understand, he has taken a step in the right direction.

This is where the cartoon shows its worth. People, especially the American people, are prone to look on the bright side of life; they want to laugh, and the merchant who has a laugh ready for them, either in his window or in his newspaper advertisement, is the one who wins their trade. There are people who don't read, people who read but do not understand, or think, and there's the man, perhaps a foreigner, who can neither read or write; a dollar is just as good from one as from the other, isn't it? The question is how to place your wares before all of them with the least possible cost to yourself, and I know of no better way than with the cartoon.

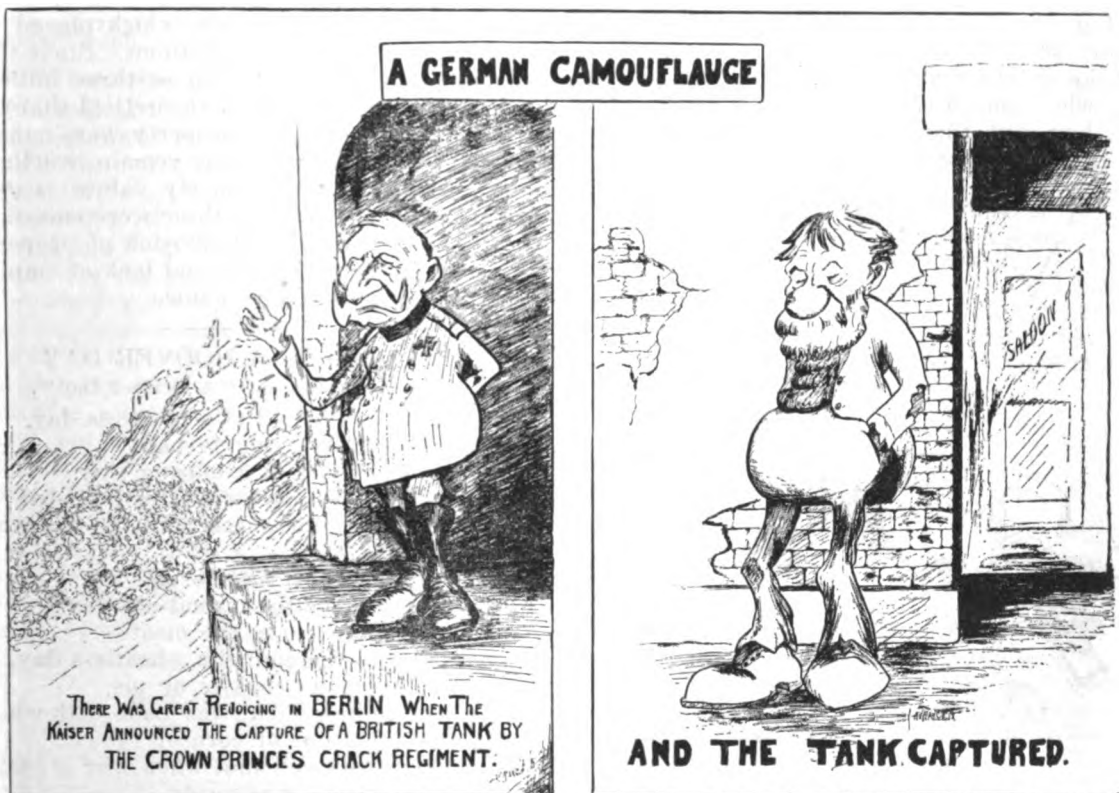
As a window card, if the merchant will dress his window with wares he wishes to call attention to, then place a cartoon depicting some event of local interest, politics perhaps, or whatever may be foremost in the public mind



WANTED — A VACUUM Cleaner.
Apply — CROWN PRINCE

at the time, in a conspicuous place, he will be surprised at the number of people who will be attracted to his place of business, and if out of the possible dozen who come to look only one or two stop in and make a purchase, has he not gained so much?

The sketches have been so far mostly of the war, and Mr. Ross tells me that he has



The cartoons shown on these two pages are reproductions of what Mr. Ross has used in his sales window and which he tells us he has found very profitable in helping to draw customers.

found them of far more value than an advertisement in the paper, for he has found that eight out of ten people who pass will stop to look, and that it is not unusual for five or six to stop at the same time and comment on the cartoon and the window display. Mr. Ross keeps one sketch in the window several days or a week, then changes, and he says people are always anxious to know what the next one will be.

Miss Laurance's cartoons are of various sizes, ranging from twelve to eighteen inches in size to perhaps two by three feet, owing to the nature of the subject used.

Mr. Ross Gives Us His Experience in Using Cartoons

I have always found it much easier to sell to a man whose mind was pleasantly tuned than to one whose think tank was all stirred up with bile.

We also believe that a man is more apt to return to a place about which he has a pleasant memory than one where he has been hit with a brick, so with this in mind Miss Laurance drew us a number of cartoons on various occasions, these cartoons varying from the current events of the day as their basis for fun to the various needs of the season in the hardware trade.

To make a short story we will say that every picture or drawing of hers that we put in our windows causes ten people to stop and look and grin, where the ordinary window trim would turn the head of one.

Like all other advertising, it is impossible to tell who came back for the hook after seeing the bait, but this we are sure about, makes us many smiling friends.



Old Doc Experience Says "Take the HARDWARE WORLD A Year And You Won't Have BUSINESS TROUBLES."

SOME INTERESTING THINGS

What is the King of England's surname?

Ans.—Windsor, by royal proclamation made since this war began. In proclaiming that he and his descendants would henceforth have that name, King George seemed to recognize his former name as "Saxe-Coburg and Gotha," a German designation which he would now like to forget. There has always been much dispute about the royal family's name.

Kindly tell us how to pronounce "Bolsheviki."

Ans.—The office of the Russian Consulate tells us the word is pronounced ball-she-vick-ee; the "e" in the second syllable is short; accent on the third syllable. The origin of the word is "bolshoi," meaning "big extreme," or "those who want more." The Bolsheviki want all they can get and a little more. They would like all the property taken away from the present owners and turned over to the Bolsheviki.

What would be the amount of money allowed each man, woman and child if the wealth of the United States were equally divided among them?

Ans.—If by "money" you mean actual cash, the amount would be between \$30 and \$35 for each person. If you mean property of all kinds, money, lands, buildings, animals, goods and possessions of every description, it would be about \$1880 each. This is according to Treasury estimates made in 1916, which placed the total wealth at nearly 188 billions. Since then we have added perhaps two or three billions, and that might bring each theoretical share up to \$1900. But if all the property were equally divided it would not long remain worth so much. The basis of property values is good order and good credit; if these were ruined, as they would be by violent division of property, universal poverty, distress and lack of employment would most likely follow.

THE END OF A HOOVER DAY

(Sung to the tune of "A Perfect Day")

I have come to the end of a meatless day,
And peacefully lying in bed,
My thoughts revert in a musing way
To the food which today I've been fed.
When I think of the cheese and the beans and
fish

And oysters I've had to eat,
I've no regrets for the "good old days";
I really didn't miss the meat!
I have come to the end of a wheatless day,
I have eaten no cookies or pie,
I have had no bread that was made with wheat;
It was made out of corn or rye;
And I liked it so well that when war is past
And a glorious victory on,
I'll keep on observing "wheatless" days
And I'll eat "corn pone" for fun!

An Aluminum Publicity Campaign

THE sale of aluminum cooking utensils would be greatly increased if proper attention were given to publicity regarding their merits. With the opening of spring comes a splendid opportunity to push their sale by showing the advantage they possess over other metals for camp use. Hundreds are now departing on hunting expeditions; thousands will start on fishing trips in the early spring; and in the summer the whole world betakes itself to the woods for periods ranging from a day to a month. Think what it would mean if all these could become converts to aluminum in preference to the old tin utensils that rusted so easily and were just as easily put out of commission by the knocks they received!

More and more it is becoming the fashion to take the women folks along on these trips to the wilderness—for the modern woman can fish and hunt, and ride and swim with the best of them. With all these new accomplishments she has not forgotten the domestic virtues of her grandmother, and the men have found it very different to come back to a meal prepared and served by a woman. To them, then, should especial appeal be made, for cooking is a woman's province, and she appreciates far more than a man the desirability of having the most efficient tools.

Suggestive Display by Table.

It is needless to state that one of the most effective agents is the show window, and this was one of the methods used by the Sacramento Hardware Co. to get their line before the public. They showed a camp, the floor being covered with twigs and dead leaves, with bare branches overhead. In the rear was a canvas tent, in front of which stood a young woman in khaki suit, red bandanna handkerchief about her neck, high laced boots, and sleeves rolled up to her elbow, carrying an aluminum pan.

A canvas roofed extension to the tent was shown at one side, with flap thrown back to show a stout wooden table, on which were aluminum cups and saucers, as well as salt cellar, pepper shaker and coffee pot. Down in front, at the other side, was a fire surrounded by stones (a red bulb in the midst of a pile of faggots), and over it was a folding camp stove, on the top of which were aluminum skillet and frying pan. A large card suggested:

Back to Nature.

Nothing does so much to put a person in trim for the toil and stress of daily life as a brief period spent in the open—among the woods and streams of the wilderness.

In order to enjoy it to the utmost you want the most efficient cooking utensils, so that as

little time as possible will be spent in the work of the camp.

See to it, then, that you have Aluminum Kitchen Ware—the lightest, easiest to clean, non-rusting, wear-ever type. Come in today and look over our complete stock.

Another Successful Method.

Charles W. Loftus, hardware merchant, Chattanooga, Tenn., pushed his aluminum ware by having an Aluminum Week Sale, during each day of which he offered a single article at cost. The window contained two large cabinets filled with aluminum utensils of all kinds, each with a little card announcing the price, while down in front on a green mat were the special sale articles offered at cost price. The special articles were shown a day in advance, with a card, "These Aluminum Kettles (or other articles) for Sale at Cost Tuesday." They realized that the public was mostly from Missouri and would delight being "shown," so in the second window they followed a piece of metal from the time it first entered the factory until it emerged a finished aluminum utensil. A large card suspended from the ceiling advised, "From Mine to Table." At one end was a hemp banxite containing 25 per cent aluminum.

Next was a bottle containing a fine white substance — alumina, containing 50 per cent aluminum, which could be eaten without injury. Following this came ingots made from aluminums. Next was sheet metal made from the ingots, which had been recast and rolled out into thin sheets. And finally the sheet stamped, cut and fashioned into the finished utensil. A card just back of the product suggests, "Replace your utensils that wear out with utensils that wear ever." On a stand well down the front was a large aluminum fruit canner with card:

Cooks Seven Cans of Fruit or Vegetables Over One Burner. Will Save Its Cost in Fuel—and Economize Time.

Inside a special cooking and canning demonstration was given by an expert. It may seem a queer time of the year to feature canning utensils, but the large attendance showed that the firm knew what it was about. In the early spring the farmers' wives have the most leisure, and it is to the rural rather than the urban housewives that the hardware dealer should appeal—and they can come in, listen to the arguments in favor of the new ware, think it over, and make their purchases before the

rush of the fruit and vegetable canning season begins.

Of course, in arranging this aluminum sale it should be well advertised in the papers, not only of the city, but also of the surrounding towns, so that a good audience is secured.

Other Sales Result.

In a demonstration of this kind arranged by the Bering-Cortes Hardware Co., Houston, Texas, the sale of stoves and ranges was linked up with the canning materials in a very effective manner. In the center of their large window was a gas range, and on either side coal stoves, all open, to show the ovens. On each was an aluminum kettle, while in front on an enamel top table were stew kettles, collanders, strainers, mashers, cake tins, etc. A white arch extended over each range, and on it were hung sauce pans and stew kettles. From the top of the arch between each utensil was dropped a ribbon of green, white or yellow, to the end of which was fastened a little card telling some particular merit of the stove. Another window showed "Aluminum Ware for the Baby," and here on a table covered with white embroidered scarf were child's plates, napkin ring, cup and saucer, and even light weight knife and spoon for the little fingers.

ENTHUSIASM

There's a funny old quip about the tramp who wasn't afraid of work—he could lie right down beside it, and go to sleep. When we first heard this we thought it very funny. We laughed immoderately, perhaps, but our serious second thought raises the question of what shall we think of the man who through lack of enthusiasm, allows himself to lie down beside his work and go to sleep.

It's wonderful what man can accomplish by injecting enthusiasm into his work. Very often it enables him to surmount the seemingly impossible because he can't see anything ahead but success.

Enthusiasm is the external evidence of an internal belief—that is, a putting of a man's whole heart and soul into his work. Enthusiasm is the battery that furnishes the power to shoot the electrical current into every business contact. No enthusiast can ever exhaust his possibilities, because he is constantly generating new power within himself.

To sum it up in a very few words, enthusiasm is belief, courage and confidence in yourself, and a faith in and a knowledge of your goods, your firm and most men.

Many a salesman in having his own way about selling goods has wondered why he has "met up" with disaster. Better steer clear from this frame of mind.

SALES IDEAS RESULT FROM CRITICISM.

Elsewhere in this issue appears an item of how a live retail merchant developed a large sale on baby plates and similar lines. It came about as a result of a criticism intended somewhat in the nature of ridicule, but it gave him the idea, and he was quick to take advantage of it.

We will venture that in every merchant's stock there are many similar lines. It is difficult to obtain goods. Your customers are turning to various lines which a few years ago they would have ridiculed. Often you can dispose of these goods at a higher price than you originally intended. But if you don't turn them into money, they are worse than useless on your shelves or under your counter or in your stockroom or warehouse.

If you had silver dollars lying back out of sight, would you use them? Your merchandise represents an investment of silver dollars. You should, at least, get what they cost you in these times of advancing prices and scarcity of goods.

TO THE PROFITEER

Hark! don't you hear it—

The roar of the guns,
The stab of the bugle's note,
The cry of the wounded,
The snarl of the Huns,

As they reach for your country's throat!

Don't you hear the clear call:

To arms, all my sons!
By Columbia, in this her dark hour!
Can't you see soldiers dying,
Christian blood as it runs

From the bayonets of the German power!

Americans now—

In each walk of life,
If need be must sacrifice all
For the land that we love
In the thick of the strife
To o'erthrow the Despot's Thrall.

No thought of large profits
Must mar our campaign,
For they're stained with the blood of our kin,
To serve each his best
Our acts each arraign,
God direct us—America must win!

—E. G. W.

Little Mary had frequently been scolded by her mother for tying her sled on sleighs, and had promised to reform. One day her mother saw her going past, with her sled tied to a bob. She called her in and told her how dangerous it was and also that the law did not allow it.

"Don't talk to me about the law," said Mary. "I have all I can do to keep the Ten Commandments."

Urge Extensive Seed Planting

"IF you can't carry a musket, get a hoe." This was the slogan of the leading agricultural and food experts, gathered recently in Chicago. The same cry is heard all over the country. Mayor Woodman, of Los Angeles, recently said: "Nothing is of more importance to the nation in this crisis than a plentiful supply of food. Every man can help in this way. Food will win the war. Plant where you can; what you can. And DO IT NOW."

This is the greatest opportunity for effective publicity of seeds and grains that has ever been presented, and with increased planting will also come, of course, larger sales of all kinds of agricultural tools and implements. It therefore behooves the dealer, whether he handles seeds or not, to co-operate with the Government heads in urging the widest possible planting of seeds, in all his newspaper, pamphlet and hand bill advertising.

When all is said, however, the most effective agent in increasing the sale of seeds—and incidentally of garden implements—is the show window. It is a primer that all can read. It attracts scores who do not read the newspapers. It appeals to the eyes of young and old. For the dealer who is lacking in initiative or originality, the following trims, observed in Los Angeles since the "seed planting" agitation has become general, which have been arranged by leading seedsmen, hardware dealers and implement men, may prove suggestive for effective window displays of his own.

An up-to-the-minute window was recently staged by the Germain Seed Co. (don't forget the "i" in "Germain," for it is a loyal and patriotic American concern), of Los Angeles. It represented "Uncle Sam's Garden." The floor was covered with soil, laid out in garden fashion, with radish and lettuce plants. In the middle of the field, hoe in hand, was a wax model of Uncle Sam, in striped suit of red and white satin, blue vest, and stovepipe hat of red, white and blue, who pointed to a large red and blue sign, suspended in the background:

**Uncle Sam Says:
PLANT A GARDEN
It is your patriotic duty.**

Below this was a three-panel screen, filled with racks of flower and vegetable seeds. In either corner were tripods formed of rakes, hoes and drills. Pasted on the glass were newspaper clippings taken from a number of the leading newspapers, citing editorials in favor of "Plant a Garden."

Hamburger's called attention to their implement department by an effective garden window. In the center stood a good-looking youth in overalls and khaki shirt, with big straw hat, trundling a wheelbarrow in which sat a youngster in blue shirt and overalls, barefooted, linen hat, and bearing in his hands a child's hoe. Spread all over the floor, which was of green, to represent grass, were garden tools—weeder, fork, shears, children's garden set (rake, hoe and spade), as well as packets of seed; and in the background bags of grass and clover seed. Neat signs at either end of the display suggested:

GARDEN TIME—and time to put your lawn in order. Our tools and our seed are guaranteed.

Your Lawn Needs Continuous Attention;
so Does Your Garden—Buy Tools
Now; the Guaranteed Kind.

Green bamboo porch shades were hung in the background, and over them were trained artificial morning glories.

Suggestion for Display.

One of the greatest conveniences for the amateur gardener (or professional, either, for that matter) is seed tape, which distributes the seed at proper intervals and obviates all guesswork on the part of the sower. A very catchy picturization of the advantages of this tape was shown by the Albert Cohn Co. The floor was covered with loose dirt and at one side was a bluff—a box covered with tin foil and lightly sprinkled with soil. On top of this bluff was a little bungalow, with wire netting fence around it.

Set around the house were tiny bushes—little green plants about six inches high; and in the yard were toy figures of several women and a dog. On the slope were planted vines and bushes. At the foot of the slope was a lake—a mirror imbedded in the soft dirt, with a beach of pebbles at one side. The other half of the window was devoted to a garden, the floor being covered lightly with loose dirt, and small figures of boy and girl were seen laying seed tape in a furrow. At the end of the window was a small rockery with ferns and small plants set in the niches in the rocks. Scattered over the garden were packages of vegetable

seed tape, while packets of flower seeds were strewn near the rockery. A card advised:

Your Neighbors Are Planting Seed Tape
Buy it for Your Garden—18 varieties of flowers; 30 of vegetables. Now is the time to plant—no thinning out, just plant the tape.

Down in Mobile, Ala., the manager of one of the big racket stores featured this seed tape in a manner that had a constant crowd of people in front of his store. Set on a bench that ran almost the entire length of the window was a box filled with loose, rich dirt. Behind this box stood a girl who was planting seed tape therein. From time to time she pointed to signs on the wall setting forth the merits of seed tape. Hung in festoons from the ceiling were many yards of this tape, and a large card advised:

**FORTY FEET OF GARDEN SEED FOR
TEN CENTS**

Straight lines. No thinning out. Seeds correctly spaced; fertilized with fish glue. You plant the tape. Everybody becomes a scientific gardener by the use of seed tape.

A very practical and businesslike window featuring garden and lawn tools was set forth by Harper & Reynolds. The window represented a corner of a village lawn. The floor was covered with sod, and the window surrounded with a low whitewashed picket fence, with open gate at one side. Just within this gate was a lawn mower, with grass catcher attachment. Put up in boxes were gardening sets—short-handled rake and spade, together with trowel and scratcher. Leaning against the fence were rake, hoe and scythe, while down in front were sprinkler and various sorts of small garden tools. Printed on a large card was an extract from a recent talk of Mayor Woodman:

The planting of food products is an act of the highest patriotism. Every man can help in this way. Food will win the war. **PLANT WHAT YOU CAN—AND DO IT NOW.**

Pat had just finished his day's work. On going to his coat, which was hanging on a nearby tree, he saw that some one had drawn the face of a donkey on the back. Turning to the two Englishmen standing nearby he asked: "Which one ye fellows wiped your face on me coat?"

A PARTNERSHIP EXPERIENCE AND ITS TWO MORALS

(Copyright by Elton J. Buckley.)

About two years ago, in a certain part of Indiana, two men formed a partnership for the purpose of doing a wholesale business. One was an inside man, the other an outside, and both had a wide acquaintance among the firms they must look to for business. It looked like an ideal team. Each man had saved money and both contributed an equal amount to the firm's capital.

The new firm did business from the start, and in six months was making a little money. In a year it was doing exceedingly well, and gave every prospect of doing better as time went on. When the business was eighteen months old, the partners had their first serious disagreement. It was not about anything connected with the business, but about a girl stenographer in the firm's employ. Both men were married. They fell out very deeply over the thing, and after several weeks of bitter wrangling, during which the business, of course, suffered, each man made the other a proposition to sell his interest, but neither of the propositions was accepted, and a deadlock resulted.

The business was going from bad to worse, when one of the partners went off one day and sold his interest in the firm to another salesman in the same line. The deal involved several thousand dollars, yet both parties decided that they could put it through without counsel—"it was just an ordinary sale"—and they got together in a hotel room and signed the papers which together they had drawn up. The buyer paid half of the purchase price in cash and gave a note for the balance. The seller in this case was the partner who had been at fault regarding the stenographer.

Following the deal, the buyer of the half interest took his papers to the store of the firm and announced to the remaining member of the partnership that he was his partner. How was that? Why, he had just bought out the other man's share. And he showed the paper in corroboration.

The remaining partner did not take kindly to the sale and at once consulted the firm's lawyer as to his rights. He was advised that despite the sale, he was not obliged to accept the new man as partner, that he need not work with him or accept him in any way.

Just here let me explain this most important drawback of partnership. It is well settled that a partner can not sell his interest in the partnership to a third party unless the remaining member consents. He can sell something, but it is merely a half interest (if the seller held a half interest) in the firm's assets which remain after the business is settled up. This is from a leading case:—

The legal power of a partner to make a transfer of his interest to a third party is unquestioned. The

transferee, however, does not become a tenant in common with the other partner in any specific goods, but acquires only the interest his vendor had, which is his share of the residue after the affairs of the firm are settled and the debts paid, including debts due from the firm to a partner. Such a purchase does not make the buyer a partner in the firm without the concurrence of all the partners, either given expressly or implied from conduct.

To illustrate, A and B are partners. They fall out and B sells his share to C. The business cannot go forward with C in it unless A consents. All that C can legally demand, after buying B's share, is that the business be wound up, debts paid, and he be given half the balance. In other words, selling one's share to an outsider without his partner's consent, usually means the destruction of the business. It cannot possibly mean anything else unless the remaining partner agrees.

Now to get back to the Indiana case. The remaining partner served notice on the buyer of the half interest refusing to accept him, and the latter then consulted his own lawyer, who told him the same thing that the other lawyer told his client. He then tried to find the man he had bought from to rescind the deal, but found he had gone to New York with the idea of going to France. He finally found him, but he had spent some of the money and refused to give back the balance on the ground that the deal was bona fide as far as he was concerned.

The buyer then went back to Indiana to see about getting the only thing he could—one-half the assets after the business was wound up. He took proceedings to that end, the business was wound up and its assets sold, as the remaining partner had lost the chance he had had before, of raising the money to take the other half interest over. As would be the case with many businesses were their assets forced to sale, it brought enough to pay back the buyer of the half interest about one-fourth of his money. I can scarcely understand why the remaining partner here could not have gotten money enough from his bank, or somewhere, to buy the half interest and thus prevent the sale, but he seems for some reason not to have been able to.

This little deal had the following evil results:—

It cost the buyer of the half interest several thousand dollars in cold cash.

It put the remaining partner to much expense, inconvenience and loss.

It practically destroyed a going, profitable business.

The two morals are plain: 1, never go through with a deal involving any substantial sum without counsel; 2, do not enter into a partnership without realizing that you cannot sell your interest as a share in a going business, without your partner's consent, which consent

will very often be refused. There is only one way to get around this and that is a way I should never advise a client to take, viz.: put in the partnership agreement a clause binding each to accept as partner anybody to whom the other may sell his share. A man would be exceedingly foolish to agree in advance to something that might cause him the deepest embarrassment and regret.

I'm just a little Thrift-Stamp
With goo on my back,
But I'm a sticker.
I may not amount to much by myself.
Neither does a drop of water, or a
Grain of sand, or a
Speck of powder on milady's nose;
But a lot of them together
Change the looks of things.

That's me.

The more of my kind that's licked, the sooner
We'll lick the kaiser.
I'm just a little Thrift-Stamp
With goo on my back,
But I'm a sticker.

"I'M NO WRITER" STUFF

You're no writer? Forget it! You can talk, can't you? You can express your thoughts in words, can't you? Then you can express yourself in writing, too! Suppose writing were the common way of conveying ideas—then there'd be lots of folks who could write but would swear (in writing) that they couldn't "talk"; sounds foolish, but it's just as logical as "can't write."

Writing and talking are nothing except vehicles for conveying thought and I'd rather listen to an unlettered and uneducated roughneck with a real idea to put across than to be bored by an educated ass with an aching void where his idea tank should be.

Benjamin Franklin couldn't "write" when he was a young man. But he had ideas that he was "just busting" to express—and he evolved a style of written expression so clear, so simple, so direct, that the world still marvels at his ability as a writer.

Demosthenes couldn't "talk," but he had ideas to express and he had to talk to express them. So he learned to talk—so well that for centuries the name "Demosthenes" has symbolized matchless oratory.

This "I'm no writer" stuff is just another child of the "Can't" family and is first cousin to the "Yellow Streak" outfit. "I can't write" smacks horribly of "I don't think," which in turn seems to repeat over and over again, I have no excuse for living—not that I know of."—Gerber's Ink Pot.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

Conscientious Attorney Makes Able Sales Manager

"You cannot extemporize success.

"There is no success without you work for it."

—James A. Garfield.

NO ONE believes the truth of this statement more firmly than does Harden H. Fitts, Sales Manager of the Simmons Hardware Company, of St. Louis. When one becomes acquainted with Mr. Fitts and with particular events of his life, it is apparent how constantly and vigorously he has applied the principle to himself.

His parents expected that Mr. Fitts would enter one of the professions. His father was an Episcopal clergyman, and, in fact, practically all of the members of the family were ministers, lawyers or doctors. In Clarksville, Tennessee, where he was born, his neighbors and friends expected he would follow one of these professions.

In accordance with what seemed the natural course for him to follow, he applied himself diligently to the study and practice of law. After leaving home and going to Alabama, he achieved such proficiency as a disciple of Blackstone that he was made Assistant Attorney General of the state. While discharging the duties which devolved upon him in the Attorney General's office, he came to the turning point in his career.

As most of our readers know the Attorney General's office deals with cases appealed from the lower courts, where a verdict of guilty has been rendered. It is the duty of the Attorney General's office to endeavor to have the verdict of "guilty" sustained by the supreme court.

In the course of his work, Mr. Fitts was convinced that in certain cases the verdict of the lower courts was not fully justified—that perhaps an innocent man had been convicted. There was no way of knowing this from the transcript of the record of the lower court, for he did not come into contact with the accused himself. It was merely a matter of justifying the decision from the facts before him. His father had early instilled into him a love of justice and fair dealing, and since he could not reconcile his sense of justice to some of the decisions which his position compelled him to uphold, he gave up the law for commercial life.

For a number of years he was engaged in the building material business in Mobile, Alabama. Afterwards he was New York manager of the Electric Smelting Company of Canada. Yet, even while he was thus connected, he had an ideal in view. It was to be engaged in some phase of the hardware business, and it was natural for him to desire to be identified with some large institution, where there



Assistant Attorney-General of Alabama.

would be opportunity to demonstrate his worth and fitness.

Nothing gives a more splendid education in hardware lines than the work of a traveling salesman. The salesman has the opportunity to study the merchant's point of view, of studying his problems; he therefore knows with what he must contend. It was in this capacity that Mr. Fitts obtained what he regards as a most vital part of his business education.

His promotion to Assistant Sales Manager followed, and on January 1st he became Sales Manager of the Western Division of Simmons Hardware Company.

Now if one is waiting for Mr. Fitts to tell anything about himself, he is going to be disappointed. Among the many men with whom we come into contact, he is one of the most reticent.

There are two things he will admit. He is justly proud of the institution with which he is connected, and also of the fact that a number of years ago he was fortunate enough to get Miss Martha E. Bibb, of Montgomery, Alabama, to assume his name.

An interesting fact might be noted in this connection. Mr. Fitts' family previously resided in Virginia and North Carolina. One of his ancestors was appointed by the President of the United States as first territorial judge of the territory of Alabama, which was carved out of the territory of Mississippi. The same President also appointed one of Miss Bibb's ancestors governor of the same territory, and together this federal judge and governor journeyed to what was then a sparsely settled part of the country to take up their



HARDEN FITTS

Sales Manager Western Division of the Simmons Hardware Co., who has proven that a good lawyer can make even a better Sales Manager

duties. Thus began the acquaintance of the two families which were later to be united by the marriage of their descendants.

We have referred to the modesty of Mr. Fitts in speaking of what he has done. One of his friends tells us that during the Spanish-American war he served most capably and efficiently in the United States Army.

Mr. Fitts is a most interesting speaker, and his personality and recognized ability enable him to secure the active co-operation of his associates.

The **HARDWARE WORLD** is glad of the opportunity of introducing Mr. Fitts to our thousands of readers throughout the West and South knowing that many of the merchants to whom he formerly sold goods will be glad to meet him again through our pages, and that those whom he has not had the opportunity of meeting will be glad to make his acquaintance.

THE TEST

There are only two classes of people in the United States at this time:

Those who are for the Government in its prosecution of the war.

Those who in any way would hamper the Government in its prosecution of the war.

To be for the Government now is to be for the country.

To be against the Government now is to be against the Country.

One who is for his country in time of war is a patriot.

One who is against his country in time of war is a traitor.

YOUR STORE

If you want to work in the kind of a store

That's the kind of a store you'd like,
You needn't slip your clothes in a grip,
And start out for a long, long hike.

You'd find elsewhere as you'd left behind,

For there's nothing that's really new,
It's a knock at yourself when you knock your store,

It isn't your store — it's you.

Good stores are not made by people afraid

Lest another one get ahead,
But when everyone works and nobody shirks,
You can raise a store from the dead.

And if while you make your personal stake,

Your neighbors can make one too,
Your store will be what you'd like to see;
It isn't your store—it's you.

More than a hundred years ago Ben Franklin said: "Drive thy business—let not thy business drive thee."

OLD FIRM UNDER NEW MANAGEMENT

The Heusinger Hardware Company, one of the oldest and best known mercantile establishments in the Southwest, has been placed under new management, with Edward W. Heusinger, only surviving son of the founder, as president, and John H. Harrington, who has been connected with the firm as traveling salesman for the past twelve years, as the new secretary and sales manager.

More than two score years ago, in January, 1877, the late A. Heusinger started a little hardware store. From the smallest and most humble beginnings, the business grew steadily until its hardware trade was probably the most extensive in that portion of the state. The founder was a progressive and public-spirited citizen, and at the time of his death, more than three years ago, was widely and favorably known among the merchants for fair dealing and integrity, and the mention of his name still evokes expressions of respect and esteem. From the first the management of the business has been characterized by energy, progressiveness and ability, so that it has been a notable example of a firm that has kept pace with the development and growth of San Antonio and its trade territory.

In 1899 the firm was incorporated and for the past few years the store has been located at 112 Main Plaza, where both wholesale and retail departments in general hardware is conducted.

Edward W. Heusinger, who now assumes the active management of the business, is widely known and his many friends wish him much success in his new undertaking.

WHY WORRY?

(By a French Soldier)

Of two things, one is certain:

Either you're drafted or you're not drafted.

If you're not drafted, there is no need to worry.

If you are drafted, of two things one is certain:

Either you're behind the lines or you're on the front.

If you're behind the lines, there is no need to worry.

If you're on the front, of two things one is certain:

Either you are resting in a safe place or you're exposed to danger.

If you are resting in a safe place, there is no need to worry.

If you're exposed to danger, of two things one is certain:

Either you're wounded, or you're not wounded.

If you're not wounded, there is no need to worry.

If you are wounded, of two things one is certain:

Either you're wounded seriously or you're wounded slightly.

If you are wounded slightly, there is no need to worry.

If you're wounded seriously, of two things one is certain:

Either you recover or you die.

If you recover, there is no need to worry;

If you die—you can't worry.

A thousand men walked over the Calumet mine and never stuck a pick into the ground to see what was there. Just one man got curious and found the mine. It is the same way in the retail business. Some merchants plug along year after year, doing the same old things in the same old way and never take the trouble to find out if there is any better way or more profitable way of doing business.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.



UP-TO-DATE ADVERTISING AND SALESMAN

It takes just this kind of a heading to describe C. B. Hunt of W. J. Pettie & Co., of Oklahoma City, Oklahoma. In fact, Mr. Hunt is all of this and more.

He is not only one of the best informed, and most practical advertising men in the country, but he is a salesman with ability to dress sales-producing windows, a number of which are reproduced in the "HARDWARE WORLD" from time to time.

W. J. Pettie & Co. have come to be known as the "most interesting store in Oklahoma."


This is featured in all their advertising, whose style is often referred to as a model and a guide.

A good sales talk is a part of the advertisement of each article shown which gives information that really gives the buyer information.

Two of Mr. Hunt's recent advertisements are reproduced herewith:


A pessimist is one who hesitates to push Fate out of his path for fear he may step on a banana peel.

If you don't feel enthusiastic, get out and rub up against some fellow who does. Recharge your batteries and do the hard thing first—it will stimulate your nerve.



THE MOST INTERESTING
STORE IN OKLAHOMA

25 YEARS
OF SERVICE



QUICK MEAL GAS RANGE \$70

Blue Enamel Finish

A QUICK MEAL GAS RANGE will give you perfect satisfaction in every way. They are built on latest modern scientific principles, with every convenient feature possible. This model shown here is finished in handsome blue enamel, with nickel-plated trimmings; all parts are easily cleaned and sanitary. Large, spacious top with 4 burners and small one in center; 18-inch oven with broiler directly underneath. Enamel drip pan under burner. Price \$70. Other styles priced from \$22.50 up.

Second Floor.

Garland Gas Heaters,

\$12 up

Utility Quick Heaters,

\$3 up

DELIVERY PREPAID ON MAIL ORDERS

ORDER BY
MAIL

W. J. PETTEE & CO.
OKLAHOMA CITY, OKLA.

AUTO
SUPPLIES

WE REFUND RAILROAD FARES



THE MOST INTERESTING
STORE IN OKLAHOMA

25 YEARS
OF SERVICE

CHICAGO GRAND OPERA SEATS ON SALE NOW

UNIVERSAL ELECTRIC HOME NEEDS

BREAKFAST, Luncheon and other light meals are easily prepared at the table. No running back and forth to the kitchen. No bother waiting for the fire to come up or the kettle to boil. Universal Electric Appliances give added pleasure to every part of housekeeping.

Universal Electric Chafing Dishes

These are made in several attractive styles, beautiful nickel plated finish and Sheffield plate. Prices Range From \$12 Up.



Universal Electric Coffee Percolator

Nickel plated finish, ebonized handles, 7-cup size. Price \$11.00. Other styles and sizes from \$6 up.



Universal Electric Coffee Urn

Attractive colonial design, nickel finish. Price \$17. Other styles from \$12 Up.



Universal Electric Toaster, \$4.50

This toaster makes better toast than the old way, even brown, crisp and tasty; nickel finish, price \$5.



Universal Electric Curling Iron \$3.50

Handy and convenient, ready for use in a second. Price \$3.50.



DELIVERY PREPAID ON MAIL ORDERS

Toys

W. J. PETTEE & CO.
OKLAHOMA CITY, OKLA.

Dolls

WE REFUND RAILROAD FARES



JOHN P. MAXWELL

President of the California Hardware Dealers' Association, one of the largest, most enterprising and progressive merchants of the Pacific Coast.



ROY SMITH

Secretary of the California Hardware Dealers' Association, who has served in this capacity for many years, and who has quite a reputation as Secretary.

The California Hardware Dealers are planning for their annual convention to be held March 12th, 13th and 14th at the Palace Hotel, San Francisco.

President Maxwell and Secretary Smith believe it will be one of the best attended conventions held. In fact California is the land of conventions, and perhaps the activities of the Hardware Associations in holding quarterly, semi-annual and annual conventions has had something to do with this reputation.

Matters of interest to be discussed will make it worth while for our readers in California to attend.

Skuse Hardware Co., of Bend, Oregon, was recently burglarized of a small amount of cutlery and fire-arms.

Whiteside & Locke, Corvallis, Oregon, report a very satisfactory season's business and are preparing for a busy year.

W. L. Kimmear's hardware store, at Bonners Ferry, Idaho, was recently destroyed by fire, the loss, however, being covered by insurance.

W. N. Ekblad has purchased the interest of three heirs of his father in the hardware business of Ekblad & Son, at Marshfield, Oregon.

The Basche Sage Hardware Co., Baker City, Oregon, are planning the erection of a new store building, and have purchased property for that purpose.

B. H. Carden has purchased the entire stock of E. M. Clark Hardware Co., Chico, Cal., and will increase his stock of hardware and automobile supplies.

The Bishop Hardware & Implement Company is the new firm name adopted by Messrs. W. P. Middleton and C. F. Messman, who have purchased the C. A. Eastman hardware business at Bishop, California.

Hofstetter's military goods and gun store, handling sporting goods, harness, etc., is the outgrowth of the harness establishment of Mr. Hofstetter, for many years established at Tacoma, Washington. Recognizing the trend of the times the Hofstetter Company, while yet they carry harness goods, are featuring sporting

goods, automobile accessories and military goods. They report a very satisfactory outlook.

It is reported that the Hatch Hardware Co., Fernald, Cal., intend to retire from business, and a portion of their stock will be taken over by the Kausen & Williams Hardware Co., of the same place.

The Emigh-Winchell Hardware Company, of Sacramento, California, are planning to occupy a new building erected for them which will give them increased and necessary facility for taking care of their growing trade.

Ralph K. Ohling has disposed of his interest in the Hulbert-Ohling Co., of Albany, Oregon, to Messrs. J. R. Hulbert and W. G. Ballack. The Hulbert-Ohling Co. is one of the largest and most progressive in the Willamette Valley.

The Kincaid Machinery Co., Colfax, Washington, who recently suffered the loss of their stock and business by fire, immediately opened for business again, and are making preparations for taking care of their trade throughout the season.

At the semi-annual meeting of the Coos and Curry County Hardware Dealers' Association, C. E. Huling was elected president, Frank E. Hague, vice president, Roscoe B. Hazer, secretary and treasurer.

The merchants attending were: C. E. Huling, F. E. Hague, T. M. Neilson, R. B. Hazer, Fred von Pegert, A. E. Neff, G. R. McNair, W. E. Lundy, H. G. Volkmar, L. F. Ingalls, W. G. Egleston, H. S. Kribe, George A. Larsson, W. N. Ekblad and P. R. Bue.

A Back Yard Poultry Campaign

LAST spring the government food experts were urging all people to plant a garden; this spring the garden is just as essential, but in addition all people are urged to further assist in reducing the high cost of living by keeping chickens.

By giving prominence to this request of the government the astute hardware merchant will not only aid his country, but incidentally increase his business, as the keeping of chickens presupposes a chicken house, for which all sorts of hardware materials will be necessary; chicken feed and insect destroyers, in packages, which is often carried as a side line, wire netting for fence, and garden tools for spading up the ground, and for cultivating the green stuff that is raised for the fowls.

An Illinois Merchant's Idea

An excellent campaign of this kind is being instituted by Austin & Schrader Bros., leading hardware merchants of Litchfield, Ill.

They paved the way by inserting a half page ad in the local paper, showing a cut of a hen-house, and also of several hens:

Uncle Sam Wants Litchfieldians to Raise Poultry in Their Back Yards

Aid your country in food conservation; reduce the high cost of living, and enjoy the nourishing food by keeping a small flock.

See Our Window Display

Then come in and let us tell you how you can build a chicken house economically, and how to get the best results from a flock.

If it was not done, a circular letter sent to all their customers in the city and surrounding country and suburban towns, extending a personal invitation to come to see their window display, and likewise to consult them regarding the problems of chicken keeping. Some people pay little attention to general advertising but through curiosity, if no other reason would come down to see a display which was brought to their personal attention.

In one of their show windows was shown a chicken house five feet square, with glass doors, and within was a flock of eight hens. Cards on the wall, lettered neatly and distinctly in black, advised:

"Every pound of chickens produced in America releases a pound of red meat for the soldiers."

"Keep a backyard flock—three hens for each member of the family—and reduce the high cost of living."

Down in front was the blue print of a similar house to the one exhibited, but larger (8x8), suitable for housing a flock of from 25 to 30 hens. On a large card was given the complete list of material necessary for such a house:

MATERIAL FOR CHICKEN HOUSE 8x8 FT., 6 FT. FRONT, 4 FT. REAR

Roof rafters—5 pcs. 2x4 inches, by 8 ft. long.
Roof plate—2 pcs. 2x4 inches, by 8 ft. long.
Sills—4 pcs. 2x4 inches, by 8 ft. long.
Posts—3 pcs. 2x4 inches, by 6 ft. long; 2 pcs. 2x4 inches, by 4 ft. 1.
Stringer—1 pc. 2x4 inches, 8 ft. long.

Roosts and Dropping Board

1 pc. 2x3 inches, by 16 ft. long.
1 pc. 2x3 inches, by 12 ft. long.
2 pcs. 1x12 inches, by 16 ft. long.

Sheathing Boards

Roof—5 pcs. 1x12 inches, by 16 ft. long.
Two sides—2 pcs. 1x12 inches, by 10 ft. long; 3 pcs. 1x12 inches, by 12 ft. long; 2 pcs. 1x12 inches, by 14 ft. long.
Front—2 pcs. 1x12 inches, by 10 ft. long.
Back—2 pcs. 1x12 inches, by 16 ft. long.

Batten Strips

130 linear feet, 1/2x2 in. strips.
24 linear feet 7-8x2 inch strips, for curtain frame.

Roofing

80 square feet roofing paper, nails and tins.

Hardware

2 pair 8-in. "T" hinges for door.
1 padlock for door.
3 pairs 4-in. "T" hinges for curtain frame and rear ventilator.
5 pounds 10-penny wire nails for framing.
10 pounds 8-penny wire nails for sheathing.
5 pounds 4-penny wire nails for stripping.
21 square feet poultry wire 3-4-in. mesh, for front
3 yards muslin for curtain.
32 rough bricks will build piers.

The second window showed the material necessary for a yard for a small flock of hens. Around three sides of the window extended a wire netting five feet high. (Of course the yard should have netting on all four sides, but it was omitted in front in the window display in order that the contents of the display could be more plainly seen.) Down in front, at one side, were shown open bags of wheat, oats and rye, and card advised:

Green Food for Chickens

Amount necessary to sow a yard 25x30 ft.:
Wheat, 2 3-4 lbs.; oats, 1 1/2 lbs.; rye, 3 3/4 lbs.; rape, 5 ozs. When sufficient ground space is available the yard should be divided into two parts, the hens being confined in one and the crops sown in the other. When the green stuff reaches a height of two or three inches, the hens can be turned in on it, and the other side similarly sown.

At the other side of the window was a wire frame six feet long and three feet wide, covered with one-inch mesh wire. It was made of 2x4-inch lumber, with an additional piece across the center to support the wire when the hens stood on it. Up through the meshes of the wire green shoots of oats were springing. A card behind is suggested:

Wire Frame for Small Chicken Yard

Where space is not available for two yards, green food may be secured by use of a frame like this. Plant crops beneath it and as the shoots come up through the wire the hens will eat them off, but as they cannot eat them down to the roots the sprouts will continue to grow and supply new green material.

On a low table were water basins of several different types; packages of grit and crushed oyster shell; blue ointment, and sodium fluorid. Cards behind each group of articles said:

A plentiful supply of water should always be available.

Grit is necessary to grind the hard grains they eat.

Give them clam or oyster shell to assist in the forming of hard shelled eggs.

Rid your flock of lice with sodium fluorid or blue ointment.

A display such as the above will interest practically every housewife and suburban dweller, and be sure to result in many questions being asked. In any store there is usually one man at least who is interested in chickens, and if not, someone in particular should make it a business to find out about them so that he can answer intelligently the questions asked. The United States Department of Agriculture issues a number of bulletins on the subject, and full information can be secured by dropping them a card. A supply of this literature should be on hand to give to those who show an interest in poultry. Of course the practical side should not be lost sight of, and special attention should be paid to pushing the sale of hardware, fencing, roofing paper, poultry foods, etc. If this is done a Backyard Poultry Campaign cannot but be a source of considerable revenue to the enterprising hardware man.

SUFFRAGE STORY

A negro woman was arguing and arguing with her husband, and when she had finished, he said, "Dinah, yo' talk don' affect me no mo' than a flea-bite."

"Well, niggah," she answered, "I'se gawna keep yo' scratchin'."

ISN'T IT TRUE?

"If I knew you and you knew me
'Tis seldom we would disagree,
But never having yet clasped hands
Both sometimes fail to understand
That each intends to do what's right
And treat the other honor bright;
How little to complain there'd be
If I knew you and you knew me."

Charlesworth Bros. have recently engaged in business at Santa Barbara, Cal., handling full lines of farm machinery, tractors, trailers, trucks, bean machinery, road machinery, automobile accessories, tires, lubricating oils, greases, etc.

The Whiton Hardware Co., Seattle, Wash., has increased its capital stock from \$200,000 to \$300,000. They are making plans for increased facilities to enable them to take care of their growing trade. The officers of the company are J. F. Welborn, president, W. M. Campbell, vice president, F. L. Larson, secretary, F. F. Hawk, treasurer.

What was formerly the Tooele Hardware Co., owned by S. T. Carmon, has been incorporated as the Tooele Hardware & Implement Co., Tooele City, Utah, Mr. Carmon being president, and John L. Lenzi, formerly of the Salt Lake Hardware Co., secretary and treasurer.

They will handle automobiles, farm implements, wagons, paints and varnishes, electrical goods, tires, as well as a complete stock of general hardware, house furnishings and supplies, automobile accessories, wall paper, etc. They have recently added to their store and warehouse facilities, and are planning for an active season's campaign.

A WASHINGTON DEALER'S METHOD

To our friends and customers:

KAISER BILL IS THE CAUSE OF IT.

It is not of our choice, but of necessity that we have to change our way of conducting our business. The people we are buying goods from are cutting us to a cash basis and in order for us to buy goods we must have the cash to pay for them, as they demand the cash every thirty days. If we don't dig up the cash we don't get the goods. Since we do not have enough money at hand to buy goods to last us one year (by the way, for your information, it would take us more than \$100,000), it is necessary for us to conduct our business on a cash basis.

Commencing the first of January we have remarked all our goods on a cash basis, thereby eliminating the 5 per cent for cash. We sell to everybody the same. That is CASH. We are sending to every one who runs an account with us a statement of their account along with this letter. We will continue to do the same the first of every month hereafter, asking you to come not later than the tenth of the month and settle the account to date. For those who are able to give us their checks we will gladly thank them for same, and for those who are unable to meet their accounts before October 1, 1918, we have made arrangements to take their notes every thirty days bearing interest at the rate of 10 per cent per annum. You must remember that we will have to negotiate your paper in order to secure the cash to pay for more goods, consequently you will have to pay the holder of your notes when they become due. Since no bank in the United States will give money to any business house that does not have their accounts settled every thirty days, we want to impress upon you the necessity of making the settlement. Those of our customers who refuse to settle their accounts will have their credit stopped with us.

We wish to impress upon you that you are not paying any more for your merchandise now than you did before, as we have, as before mentioned, revised our prices. The change will very easily take care of the interest on your notes.

This is a war emergency necessary to preserve the resources and credit of our country and in order to LICK KAISER BILL we must settle our bills. Yours very truly,

L. ALBOUCQ TRADING CO.
Hartline, Wash.

A NATION'S VIRILITY

The great struggle in which we are engaged and the dangers which threaten us (and it is impossible to overstate these dangers) should lead our people into serious thought. The forming of our army has brought out two facts that are alarming. One is that a large percentage of our young men are not able to pass the physical test, and the other is that scarcely any of them know anything at all about how to shoot, handle or take care of a gun.

This lack of knowledge of firearms is deplorable—it is bad for the country. It causes the making of an effective army to be a big undertaking and a long one. Of course we know that some one will immediately cry with horror that we are advocating instruction in the use of firearms so that those who learn may be able to kill people. We simply say that life and government are conditions and not theories, and at just this stage of the situation we will not waste time arguing with the theorist. The world has always had war; it has war now and it always will have war, and the nation that neglects to maintain familiarity with the weapons of war, is inviting its own disaster.

At the close of the Boer war Lord Roberts was greatly impressed by the fact that a handful of untrained and undisciplined Boers—because they were wonderful riflemen—had been able to withstand a greatly superior number of British troops.

The British were drilled to do everything but shoot in a way that would hit what they were shooting at. Lord Roberts prophesied that England would soon be at war, and he urged and pleaded that gun and rifle clubs should be formed and shooting encouraged in every practical way. He begged for a law enforcing military training in the use of firearms.

Great Britain failed to heed the warning and regarded him as a "crazy old man," an attitude for which she has since repented with blood and tears.

We are now calling out over a million men, and may have to call more than double that number. We can within a few months uniform and equip these and teach them considerable drill and some discipline. But to teach them to shoot will take a lot of time which can ill be spared, and shooting, as Lord Roberts said, "is seven-tenths of a soldier's business."

It will be recalled that when Lord Kitchener was organizing the first levy of volunteers England sent to the front, for which the need was most urgent but which required from six to nine months to equip and train, he issued this order: "Never mind how they drill or whether they know their right foot from their

left—teach them to shoot, and do it quickly." But it was a long job to do it.

No man can learn to shoot in a day or a week or a month. It takes some study and a long time to make a man a good shot with a rifle or shot gun. The man who is familiar with the shot gun soon can become an average shot with a rifle. He knows how to judge the shorter distance, knows how to avoid the recoil and has a general idea of the mechanism.

Because trapshooting teaches all these things and because it gets men out in the open, away from the cement pavements and tile floors, fills their lungs with air fresh and uncontaminated, causes them to meet their fellows in keen but friendly competition and makes for better, brighter and more efficient business men, it has been well styled "The Patriotic Sport," and when the history of the present war is recorded, the marksmanship of America will be given due credit and in that credit trapshooting will have a share.

FAILURE DEMONS

(By Paul E. Baugh)

It was late Friday night when Brown hit the hay and consequently he left no morning call. Something whispered into his ear just before he laid his head on the pillow that tomorrow was Saturday and everyone would be too busy to buy things that would make them money. So Brown took the hint and slept.

Across the hall Smith had left an earlier call than usual. Saturday to him was a chance to make a grand finish for the week's business. The failure demons urged him to rest like Brown, but he was made of sterner stuff and he staved them off. And Smith was Brown's competitor, too.

So Smith arose while Brown slept, and made his way to his patrons. If they were busy, he shed his coat and helped them sell some goods. If they were in difficulty about arranging samples or displays, he jumped in and helped. He gave them the full value of his versatile experience. He gave them new ideas on keeping accounts, selling goods, and holding customers. They began to anticipate his visits.

Of course the inevitable happened. Brown told his firm the territory was about worked out and succeeded in being transferred to a new slice of land. Smith doubled his business and gave up some of the territory because it gave him a chance to work closer to his dealers.

If the failure demons are working havoc on your territory, stave them off. Farmers are buying hardware, household supplies, autos and accessories, tillage implements, cream separators, and tractors, now. You are just as good a salesman as your competitor, but he doesn't know it. Show him.



A TRANSPLANTED HOOSIER

Knowledge and experience never come amiss is a well known truism; and it was never better illustrated than in the case of G. S. Hamrick, who early started out to emulate the immortal Lincoln as a rail splitter.

A Hoosier by birth, when only six years of age his parents moved into what was then heavy timberland. This timber was cut into four-foot cordwood and delivered to the railway.

Incidentally Mr. Hamrick, in recalling his early experiences, believes he made a much earlier start than Abraham Lincoln as a rail-splitter, and if a contest had ever been held he would not have taken second place.

His early education was obtained in a country school in winter, helping his father to clear the land in summer for farming, but when he was only fifteen years of age his father died.

At nineteen he took a position as clerk in a grocery store, and later had experience in dry goods and notion lines in Indiana and Ohio.

As is true with most young men, upon reaching a certain age he had a desire to travel, and was given a position on the road, traveling through Ohio, Indiana and Michigan. He then engaged in the retail dry goods business on his own account, later disposing of his business to an employee, and followed Horace Greeley's advice to "go west."

Engages in the Aluminum Business.

Los Angeles appealed to him especially in 1907, and after a few years' experience in different lines, he decided to engage in the aluminum business. Here it was that Mr. Hamrick's knowledge of human nature and experience in other lines stood him well in hand.

While his well known modesty prevents him from mentioning anything as to the success he has attained, yet people who know Mr. Hamrick quite well say he has done what no other man has ever attempted, much less accomplished, and that is to run a strictly jobbing aluminum business.

His success in the last seven years has been phenomenal. He started in a small way, yet he was a man with excellent personality, the vital quality of stick-to-it-iveness and a thorough belief in the future of an exclusive aluminum jobbing house. He now enjoys what is probably the largest aluminum business in the West.

He aims to keep in stock at all times anything in aluminum ware that may be called for.

He has some very original ideas in the way of advertising; one especially has been to have a teakettle installed on the radiator of his automobile. This has attracted a great deal of attention throughout the territory in which he travels, and causes him to be remembered. The aluminum teakettle and Hamrick are synonymous in his section of the country.

Mr. Hamrick's experience and ideas also have contributed not a little to the success of many merchants in handling aluminum ware, and his advice is often sought by merchants with reference not only to the lines to be stocked and featured, but the methods to be pursued.

BUSINESS IS BUSINESS

"Business is business," but men are men,
Loving and working, dreaming,
Toiling with pencil or spade or pen,
Roistering, planning, scheming.

"Business is business"—but he's a fool
Whose business has grown to smother
His faith in men and the golden rule,
His love for a friend and brother.

"Business is business"—but life is life;
Though we're all in the game to win it,
Let's rest sometimes from the heat and strife
And try to be friends for a minute.

Let's seek to be comrades now and then.
And slip from our golden tether;

"Business is business," but men are men,
And we're all good pals together!

—Berton Braley.

No matter if you have subscribed to both Liberty Loans, and if you expect to buy bonds of future issues, you can also get your War-Savings Stamps.

If you have not considered that you could take a Liberty Bond, you can easily buy War-Savings Stamps, for they are an investment open to everybody.

FIRE PROTECTION THAT MAY FALL DOWN.

(Copyright, by Elton J. Buckley)

Please advise upon a dilemma in which we find ourselves. We have a large double store here which up to the time of a fire which we had a few days ago was crowded with a large amount of stock. Please omit names and addresses if you print, for certain reasons. The fire almost completely destroyed our store and contents, and the loss being several thousands more than we had insurance to cover. The reason was not having enough water for use by the fire companies.

Our town is supplied with water by a municipal water company and we pay taxes for water for all purposes. Owing to political troubles, the town has allowed the reservoir and plant to run down, and the supply of water for all purposes, especially for putting out fires, is not what it should be. The pressure at our fire was very poor and the consequence was that the fire got beyond the firemen, who worked manfully, and almost gutted everything.

As we are taxed for our water supply, is not the city liable for our loss, same being because of not enough water? It seems to the writer as if we had a good claim against the city. We can produce all kinds of testimony from expert firemen that they would have put the fire out a full hour before they did if they had had enough water.

R. O. M. & Co.

This inquiry fits in well with an incident which recently transpired with a client of mine, who was hesitating whether to install an expensive system of sprinklers in his plant for the purpose of automatically extinguishing fire. He consulted me about it, and after an examination of the law, I advised him to install the sprinklers, for the reason that in the average case a property owner who has a fire that is made worse by an insufficient supply of water has no claim against a city water company. The law holds that since a municipal water company is performing a governmental function when it supplies water, it cannot be sued for supplying it inefficiently or negligently. Perhaps the layman will hardly comprehend this, and even to lawyers it doesn't seem quite in accord with justice, yet it is the settled law.

It therefore behooves business people who dread fires to provide all the protection they can for themselves and not to depend too much on the city furnishing the protection.

It follows from what I have said that this correspondent cannot successfully sue his town for failure to give him enough water. This is from a leading case:

"A municipal corporation (city, town, etc.) undertaking by the establishment of water works or through other means to prevent destruction by fire of the property of its inhabi-

tants, performs a public or governmental function and is not liable to them for the burning of such property in consequence of a failure of such municipality, or any agency employed by it, to supply sufficient water."

And another case holds that:

"There is no liability even where the city has taxed the property owner for water, and where there was an understanding that there should always be an adequate supply for extinguishing fires."

The courts go to the utmost limit in protecting city water companies, even against the results of gross negligence, and even in protecting private water companies. In one case it was held that where a city granted a private water company a franchise, and provided by ordinance—to which the company agreed—that the company "should pay all damages that may arise to any citizen by reason of the company's failure to supply sufficient water to extinguish fires," the company was not liable where insufficient water aggravated a fire and increased the loss.

I was talking the other day with a wholesale merchant who does business in a town which brags of its public water company. It is such a good water company, and has such a fine supply of water that this particular business man carries about half as much insurance as he ought to have. I was able to enlighten him a little as to where he would stand in case he had a fire, and the boasted water system, just then, should break down. If I were a business man in a town which maintained its own water company, I should, if I knew the law, completely cover myself with insurance. Really, the business interests of a town or city which has a private water company are, if the company has made proper contracts with its subscribers, much safer than those served by city water companies. It is well established that a private water company which unconditionally contracts with consumers to supply them with sufficient water at proper pressure for fire purposes, is liable for damages where damage is suffered because of insufficient water or insufficient pressure.

A city water company is liable in such a situation only where it is made so by a State law, which is practically never passed.

America is the mother of the telephone, the aeroplane, the gatling gun, the armored warship, the telegraph, the electric light, the submarine, the tractor, smokeless powder—and a lot of other unpublished things that we will keep to ourselves till occasion calls for them. Also, America is the mother of the greatest business organization that the world has ever seen—and your business is part of it. Keep your chin up.

ENTERPRISING WESTERN MERCHANTS

At the annual meeting of the stockholders, officials and employes, Edgar Bros. Co., of the Imperial Valley, notwithstanding war conditions, were able to report a most excellent business year.

They have opened one new branch, two new service stations, increased their warehouse facilities, added many important lines of merchandise, enlarged their stocks, employed more people, paid higher salaries, gave rather freely to the various activities of the Government and private institutions in connection with the war, including Y. M. C. A., Red Cross and Liberty Loan campaigns, sold more merchandise by 50 per cent, and as Mr. Edgar says, now take rank as the largest retail concern in the West. They operate garages and service stations in connection with their business. Practically all employes are readers of the Hardware World.

Those who spoke at this annual meeting and banquet were J. C. Rawnsley, F. W. French, Mrs. J. H. Edgar, Galen Nichols, W. L. Hubner, J. A. Munn, T. B. Edgar, W. D. Zarley and Ben Anderson.

A SILVER MINE

Herbert Hoover tells a story of a young man who was busily cultivating a vegetable garden of his own. He had been digging for about an hour when his spade turned up a quarter. Ten minutes later he found another quarter. Then he found a dime. Then he found a quarter.

"By gosh!" he said, "I've struck a silver mine." And, straightening up, he felt something cold slide down his leg. Another quarter lay at his feet. He grasped the truth: There was a hole in his pocket.

STORE MEETINGS VERY HELPFUL

Minard & Co., Elma, Wash., enterprising merchants in the Pacific Northwest, tell us their store meetings, which they have traveling salesmen attend and explain their various lines, are of wonderful help and value to their salesmen.

They make a point of having their store meetings attended by all the employes, being held on the second and fourth Wednesday evenings of each month.

They are always glad to have traveling salesmen on the program. Salesmen who plan to attend these meetings should notify Minard & Co. a few days in advance so the necessary arrangements may be made.

EXCUSABLE "FORGETS"

Forget the slander you have heard,
Forget the hasty, unkind word;
Forget the quarrel and the cause,
Forget the whole affair, because
Forgetting is the only way;
Forget the trials you have had,
Forget the weather if it's bad,
Forget the knocker—he's a freak—
Forget him seven days a week.
Forget you're not a millionaire,
Forget the gray lines in your hair,
Forget the coffee when it's cold,
Forget to kick, forget to scold.

When some women cast their bread on the water it comes back in the guise of a bread pudding.



BRIER HILL STEEL CO.
OF CALIFORNIA



STEEL SHEETS
ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES
WE WILL DO THE REST

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

NEW PRESIDENT FOR WHITMAN & BARNES MFG. CO.

Announcement is made of the election at the recent annual stockholders' meeting of A. D. Armitage, former vice-president, to the presidency of the corporation.

Mr. Armitage has been continuously connected with the company for twenty-five years at their three factories in Akron, Chicago and St. Catharines, Canada.

He began as a mechanic in the Akron factory in 1892, became purchasing agent in 1900, transferred to the Chicago factory in 1902, and made superintendent of that plant in 1904. In recognition of his splendid executive ability in 1908 he was elected general manager of the three factories and manager of sales in Canada. In 1915 he was elected Vice President, to which was added the duties of manager of the Chicago and Canadian factories, with charge of sales as well.

His knowledge and experience has particularly fitted him to become chief executive of the institution.

The officers of the company now are:

A. D. Armitage, President; W. H. Eager and A. B. Hall, Vice Presidents; W. E. Rowell, Secretary; S. H. Tuttle, Assistant Secretary; Frank A. Seiberling, C. B. Raymond, A. H. Commins and E. A. Fisher, Treasurer.

The factories are working to full capacity, and the orders booked for 1918 insure a busy year.



CROPS VERSUS KRUPPS

When our beloved President
Was forced to speak of war,
And Congress likewise thought we had
Enough to battle for,
Amongst our countrymen, there ran
A loyal trend, and true;
And, now at war, our tasks assigned,
We have our bit to do.

The Navy and the Army
And the Aviation Corps,
All have objectives, with no halt
To smash the bogey war;
But, there must be, behind all these,
A vital cog and force—
The Army in the Field at Home,
Behind the plough and horse!

Philosophers and learned men
Of prominence and note,
Unite in one opinion, and
The fact is not remote—
That soldiers, sailors—men o' war
Can better march and fight
With empty gun than empty paunch,
For it's food that gives men might!

A Republic of Resources is
Our own United States;
We always have partaken food
From brimming bowls and plates;
But, we'll not falter in this need
Of dire sacrifice,
To share our plenteous crops of wheat,
Potatoes, corn and rice.

And thereupon we all conclude
That Victory is ours—

That all the war-worn Sammies will
Wear wreaths and crowns of flow'rs;
But let us not omit the fact
In writing history—
With the Farmer of America
Rests this war's destiny!
—Godfrey Eugene Hill.

TEN MEN WHO NEVER SUCCEED

1. The hind-sighted man who never sees an opportunity until it has passed. Would have "taken a chance" if he had only known how it was going to come out.

2. The back-boneless man. Always has to ask somebody's advice. And in most instances some one who knows no more about the business than he does.

3. The only honest man. Must have the control. No one else honest enough.

4. The spendthrift. Never has anything to invest.

5. The suspicious man. Always afraid somebody will rob him.

6. The conceited man. Knows where all the best things are without being told.

7. The modern Shylock. Believes in nothing but his pound of flesh.

8. The narrow gauged man. Refused to listen to anything outside of his line.

9. The unfortunate man. Has a friend who invested and lost.

10. The man who thinks a thing worthless or it would not have been offered to him.

There is a lot of room at the bottom, but most of it is occupied.

TRAIN AND DISCIPLINE YOURSELF

The trained mind is the one that is sought for in business. No matter how small a business may be it is far more successful if it is subject to the command of a trained mind. The day of the supremacy of brawn is gone. This is the age of brain power. Muscle is cheaply bought today; brain is at a premium. Education is a great advantage but a trained mind is often found where "book l'arnin'" has never found root. The trained mind is one that has developed by application to the principles involved in any particular business undertaking. Just as the muscles are sure to develop if constantly used, so the mind is sure to develop and become master if constantly used. The trained mind, most valuable and demanding the largest pay, is the one that has begun at the bottom, worked up through the ruck and arrived at the top by dint of hard work and application. It is possible for every young man to become possessed of a trained mind and the trained mind earns big dividends.

Buying experience is very much like paying doctor's bills.

WHY HE LOST A CUSTOMER

I happened to see it in the window. I needed it. I had the money in my pocket to buy it. I walked into the store. I saw a man leaning against a counter. I sized him up as being the proprietor. He had a grouchy look on his face. He didn't think it worth while to say "good morning." He asked me what I wanted. I told him. He waited on me like it hurt him. I got all out of patience. At last he found the thing I wanted. He wrapped it up and handed it to me. I paid him for it. He took my money. He didn't even say "I thank you." He didn't invite me to call again. I walked out feeling hurt. I haven't been back since.—George M. Rittelmeyer.

NOTHING NEW

A reporter was interviewing Thomas A. Edison.

"And you, sir," he said to the inventor, "made the first talking machine?"

"No," Mr. Edison replied; "the first one was made long before my time—out of a rib."

"Pittsburgh Perfect"**Wire Nails**

ALL KINDS

Barbed Wire**Baling Wire and Ties**

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO.

359-365 Monadnock Building

SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



E. A. MOORE ELECTED PRESIDENT OF THE STANLEY WORKS

Announcement is made by the Stanley Works of the election of E. A. Moore as president of the institution.

Mr. Moore began his business career with Bradley & Hubbard of Meriden, but left there to take a position with the Stanley Works in 1889, on his 23rd birthday.

Soon after he came with the Stanley Works he recognized the possibilities of cold rolled steel, and a separate business was established for the manufacture and sale of these products. Later on he became general manager in charge of all plants, foundries and machine shops. He was subsequently elected second vice-president and director and was made first vice-president in 1916.

George P. Hart has been elected chairman of the board of directors of the Stanley Works, caused by the resignation of William H. Hart.

C. F. Bennett has been elected vice-president of the institution and the following officers re-elected:

Treasurer, L. H. Pease.

Assistant treasurer, L. W. Young.

Secretary, H. B. Humason.

Assistant secretary, Walter B. Hart.

William H. Hart has held an executive office with the Stanley Works for 63 consecutive years.

Mr. Hart entered the employ of the Stanley Works in 1854, and was elected secretary and treasurer in that year, when 19 years of age. Within two years after his election the general management of the business practically devolved upon him.

The Stanley Works have been peculiarly fortunate in the character and ability of the men connected with the institution, and we expect in a subsequent issue to have something more to say with reference to the men who have been responsible for the position which the Stanley Works occupies in manufacturing and mercantile lines throughout the world.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 15 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

Dealer's Assortment (30 Doz.).....\$33.00

Jobber's Assortment (12 Doz.).....\$13.80

Open Stock, all colors, per gross.....\$14.40

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN---NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

You Can Readily Sell "Dick Smith" Self-Feed Nail Stripper



*To Fruit Growers, Box Makers, Canners
Packers and Mechanics*

Will save time and money in your own packing department.

Best Construction—11-64 Bessemer rod 107 coke tin. Lock corner sugar pine box.

Fastest—Self-feeding. No time lost in keeping full.

Most Economical—Adjustable. Works nails from 2d to 10d equally well.

Strongest—Put together in a way to insure durability.

Handiest—Light weight. Only 10 pounds. Closes like a suit-case.

Write for prices and full information.

DICK SMITH 1738 West 51st Place, Los Angeles, California

OR ANY WESTERN JOBBER

Educating Merchants to the Possibilities of Their Business

John Lucas & Co. Conduct Liberal Education Campaign.

OF all the manufacturers who willingly co-operate with retail merchants (and their number is legion), few have been brought to our attention who are doing their work on such broad and constructive lines as John Lucas & Co. of Philadelphia.

In fact, one cannot say they are co-operating with the retail merchant in helping to dispose of his products. Such a statement is too restrictive. Rather we would say they are engaged in an educational campaign to help him discover his weak points and "leaks" and to ascertain where he is lacking—not only telling him the things that he should not do, but telling him also what he should do—pointing out ways in which he can increase his sales, not on paint and varnish products alone, but they are helping him to a greater realization of what merchandising in all lines may have in store for him. In fact, John Lucas & Co. are not referring to paint products in this educational campaign, any more than they are to the various other commodities which the merchant stocks and sells.

We have referred to this in previous issues of the *HARDWARE WORLD*, and we consider this educational and constructive work so important that we want to emphasize it again, and to urge our readers, who have not already familiarized themselves with what they are doing, to make inquiry and to judge for themselves—see just how closely the Lucas science of retail success fits into their individual needs. Find out whether or not you can use it.

As we understand it, there is no charge for these services. No one is required to buy their products, and no one is under any obligations whatever. In view of this statement, we find we can, at least, recommend that the merchant investigate for himself.

Just to give an idea as to what they are doing. The first list of questions that you will ask yourself will probably be something like the following:

1. Do you like your work?
 2. Are you open to suggestion?
 3. Is the total percentage of expense to sales less than 20 per cent?
 4. Is the rapidity of your turnover equal at least to these figures?
(General Merchandise Stores, 6 times; Hardware Stores, 3.5 times.)
 5. Are you doing all the business possible with your present overhead expense?
 6. Do you know the community and buy what it requires?
 7. Do you overcome sales resistance by selling nationally advertised goods?
 8. Are you educating your buyers to newer, higher wants?
 9. Do you conduct your business on the one-price plan?
 10. Are your goods marked in plain figures?
 11. Do you keep a record of sales by departments?
 12. Is there any "soldiering" or time-wasting by your employees?
 13. Do you use your own and clerk's time according to relative value?
 14. Do you make easy and immediate adjustment of complaints?
 15. Do you make special efforts to sell big-price articles?
 16. Do you keep and use a mailing list?
 17. Have you a system for getting facts about your possible customers that may help make more sales?
 18. Do you try to enlarge your selling territory?
 19. Do you use the personal canvass to help sales?
 20. Do you constantly use manufacturers' dealer helps?
 21. Is your stock clean, and displays attractive?
 22. Do you make it a point to know thoroughly the goods you sell?
 23. Do you regularly read some business efficiency literature?
 24. Does your treatment of employees inspire respect, loyalty and energy?
 25. Are you ambitious to do a bigger business?
- Total per cent.?
- The total shows how closely you approach 100 per cent retail selling.

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

QUALITY
PAINT
PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

THE BRININSTOOL CO.
LOS ANGELES.

Manufacture A Complete Standardized
Line of High Grade Paint Products

Any ambitious merchant who will answer these questions will probably get into a new line of thought. We are all apt to get in a rut, and we often need to be reminded by some one on the outside to get his viewpoint.

For some time Lucas & Co. conducted an investigation as to the reason why so many business houses survived only a few years, and they are prepared to give the facts and figures.

Do you know that four retail business houses out of ten fail every five years, and three out of fourteen exist only fifteen years?

They can give data that any ambitious merchant who is alive to the situation will at least be interested in seeing, for instance, how the general average which they submit com-

pares with his own business. If you are above the general average you have reason to congratulate yourself.

Every retail merchant worthy of the name is anxious to perpetuate his business, to put it on a better basis, and none of them is willing to admit otherwise.

Most of the things we fail to do, or think we cannot do, are neglected because of lack of time. Perhaps if you are neglecting some of the things suggested, you can make a start and put into effect one or two of these things.

Again we want to urge our readers who are not fully satisfied that they are as near 100 per cent retail selling in their community as possible. at least to ask John Lucas & Co. to send their sales suggestions and ideas.

SATISFACTORY and PROFITABLE



Good Painters

use Cal-Pa-Co Pure Paint when they have a particular customer to please.

CALIFORNIA PAINT CO., Oakland, California

FOR BOTH CONSUMER AND DEALER

No other manufacturer uses greater care in making 100% Pure Paint.

Cal-Pa-Co products combine only the best ingredients under the direction of the most skilled paint chemists.

The California Paint Company — manufacturing Cal-Pa-Co paints, varnishes and enamels for over 50 years — took five first awards at the Panama-Pacific International Exposition.

It will pay you to write for dealers' special agency terms.

JOBBERS

Hammond Lumber Co., Los Angeles
Stayner & Daly, Salt Lake
Kelly, Thorsen & Co. Portland
S. Underlein, Bellevue, Wash.,
Salesman



SALESMEN ARE MADE, NOT BORN

The president and the sales manager of the two largest automobile manufacturers recently gave their views on the question of selling. They expressed the belief that the vast number of automobiles now owned by the American people was due to the very intelligent, energetic, and effective salesmanship of the manufacturers.

These manufacturers recognize that the selling end is the most important part of their business, and they approach it with a deep sense of the responsibility which is placed upon them. They are aware that the very life of their business depends upon successful selling; that this can only be accomplished by men highly trained in the subject, and who exert all their skill and energy to accomplish the most results.

In like manner every dealer should feel the responsibility devolving upon himself of having the most skillful and effective selling energy at the disposal of his business. And he should realize that if he falls short of the best which he can hire or develop in himself, that his business will suffer in proportion to the measure of his shortcomings in salesmanship.

Few dealers realize the importance of this. To be sure, they "wait on" a customer when he comes in, and they do it with a fair degree of ability. But that is not enough. We must have more selling ability than we are born with if we are to make our way through the narrows of the fierce competition of today. We must join our advertising, our store-keeping, and our salesmanship into one harmonious whole; and we must bring all our ingenuity to make them as effective as possible.

Our advertising and our show windows must be devoted to bringing people into our stores, and we must be continually alive to plans and methods which will accomplish this result.

And when the prospect is brought into the store, we must exert our skill in salesmanship. It is just as necessary to exert skill in selling our neighbor Smith, or Jones, as it is for a traveling salesman to exert his skill in selling to some stranger.

If we use the highest judgment to buy what our customers want; if we advertise effectively to bring them in our store to see the same; and if we are so efficient in business that we can sell the article at the proper price, then there is no reason why we should not succeed and gradually grow and prosper with the growth and prosperity of our country.

LEARN TO THINK AND THINK QUICKLY

Over-deliberation is as great a fault as to take snap judgment. Every one, who would keep up with the modern business pace, must cultivate the faculty of thinking and deciding quickly. This is an era of quick action.

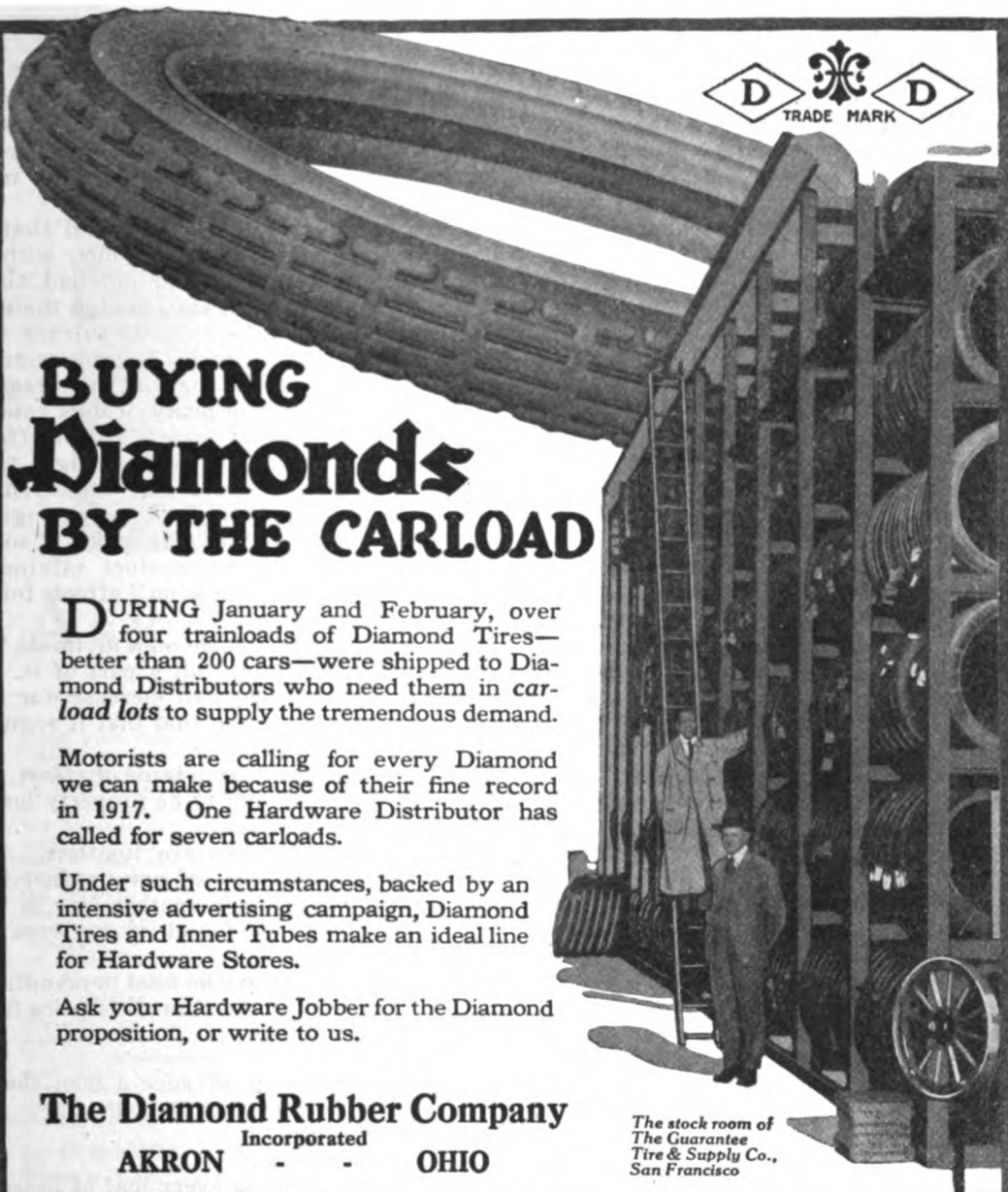
The slow-minded, plodding man is sure to be left in the race for business success. Slow thinking is a habit and it can be overcome. It requires practice and application to overcome it but it can and must be done. A sluggish mind is akin to a sluggish liver and requires the same drastic treatment.

The successful business man is always a quick thinker; not a spasmodic thinker but a thinker who concentrates carefully, eagerly and intelligently for a comparatively brief period and then says "yes" or "no," finally, decisively and usually correctly.

There is a vast difference between really thinking quickly and only thinking that you think quickly. The former is sure, decisive, firm and successful. The latter is erratic, changeable, weak and a failure. The first actually deliberates; the latter does not.

Deliberation is necessary in every transaction before a final decision is reached. The danger, however, is that there is over-deliberation, causing delay, fear and the injection of competitive influence. We must positively learn to think, first; then learn to think quickly. We must key ourselves against the slothful habit of too much thinking, for over-deliberation is procrastination.

Life isn't in holding a good hand, but in playing a poor hand well.



**BUYING
Diamonds
BY THE CARLOAD**

DURING January and February, over four trainloads of Diamond Tires—better than 200 cars—were shipped to Diamond Distributors who need them in *car-load lots* to supply the tremendous demand.

Motorists are calling for every Diamond we can make because of their fine record in 1917. One Hardware Distributor has called for seven carloads.

Under such circumstances, backed by an intensive advertising campaign, Diamond Tires and Inner Tubes make an ideal line for Hardware Stores.

Ask your Hardware Jobber for the Diamond proposition, or write to us.

The Diamond Rubber Company
Incorporated
AKRON - - OHIO

*The stock room of
The Guarantee
Tire & Supply Co.,
San Francisco*

Diamond
SQUEEGEE TREAD TIRES

Getting Business Now

By J. J. Cole

IN times past when we greeted an acquaintance with the casual query, "How's business?" little significance attached itself to the answer. It's different now! For business has assumed a more vital aspect than ever before. It has become a more serious proposition with all of us. And the rules which formerly applied don't seem to fit at all.

For in times past when one fellow in a certain line of activity was prospering we could feel reasonably sure that all the others similarly engaged were sharing in the same prosperity.

Now, business is purely an individual matter. It is neither generally good nor generally bad. Its status is dependent entirely on the person, or persons, concerned with it.

And in this connection I am reminded of an experience which recently impressed on me most forcibly the truth of this condition.

I had occasion to drop into a drug store in my neighborhood for some shaving soap.

A widely advertised brand had been called to my attention, and when the clerk approached me, I asked:

"Do you keep Blank's shaving stick?"

"No, sir," replied the clerk, with a courteous smile, "we sell it. Do you want some?"

There was nothing facetious in the fellow's manner. He simply impressed me with the fact that that store did not "keep" anything that it had in stock.

Those people bought their stock to "sell it"—and from the looks of the place, I felt sure they did.

And that's just the sort of spirit that governs our business today.

There are those who have been satisfied to "keep" their stocks in trade—and they are now doing more "keeping" than ever.

There are the others who always have made it a point to "sell" their goods—and they are getting a good share of business, despite what others have called "untoward conditions."

Business depression is purely a turn of the mind. The fellow who does not sit around and complain about business being unsatisfactory, but gets out and hustles in order to gather in every vestige of business that may be hanging around, will not only get all that may be regarded as his share, but will amass some that was intended for the other fellow, but which the other fellow failed to connect up with, simply because he did not go out after it.

While certain sections of the country have been complaining about business depression, our dealers in other sections kept sending in orders as usual—perhaps not in quite as great numbers, but a goodly bunch of them at that.

No White Flag When Men Are Active

We sent factory men to find out the reason. When they visited the sections from which the complaints came, they found that, with the first let up, the chaps out there had put up the white flag.

In the active sections, we found that they had been keeping themselves so busy with their own business that they had not had time to think about depression, and, though their business might not have been quite so easy to get as heretofore, they made a correspondingly greater effort to get it for that very reason.

In other words, too many dealers establish, traditionally, a sort of a standard of effort in going after business which is so rigid that it can not be adjusted to varying conditions.

"Business depression" is psychological—but it's the business man who makes it so. The man who deals in one product talking and thinking "business depression" affects business in every other line.

We can't lay the blame on a mythical "buying public," for we are all a part of it.

What we must do is to increase our effort to get business when we find that it requires a greater effort to get it.

We can't establish standards of effort. They are not flexible enough to be properly manipulated in time of stress.

Business possibilities are limitless. If we find we can not dispose of our product in the accustomed way, there's another way in which to do it that can be found, if we work hard enough.

I know of one chap who used to manufacture toilet water, who now makes antiseptics for the government.

I can do more to advance a man than his own parents, be they ever so rich.

Fools hate me.

Wise men love me.

I am represented in every loaf of bread that comes from the oven; in every train that crosses the continent; in every ship that steams over the ocean; in every newspaper that comes from the press. I am the mother of democracy.

Who am I?

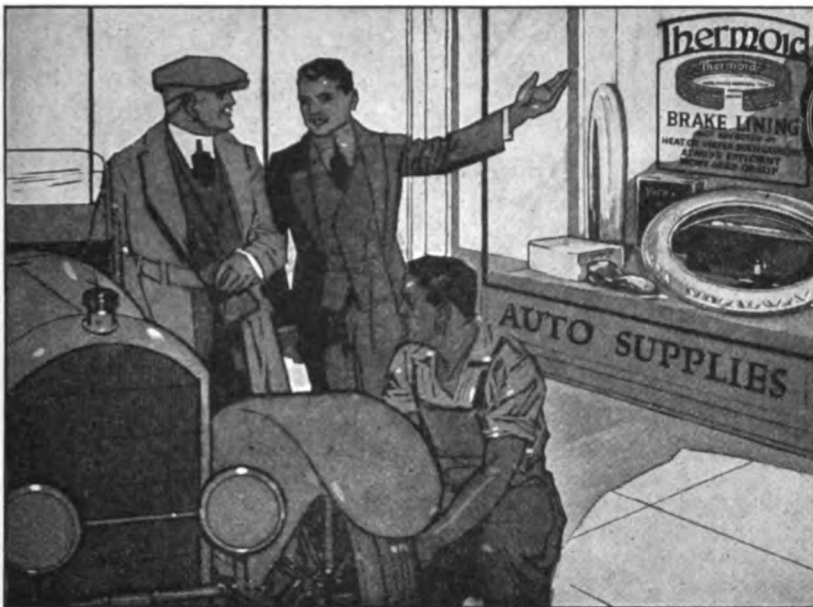
What am I?

I am Work.

A MUCH-NEEDED IMPROVEMENT

"Do you believe that we should have a more elastic currency?" asked the man who always talks national finance.

"Not much!" snorted the man with the shiny clothes. "It's elastic enough now. What they ought to do is make it more adhesive."



Ask him about his brakes

The safety of his car depends on the brakes

When your customer stops for "gas" or comes in for supplies, ask him about his brake lining. Because it is hidden out of sight, most car-owners do not give it the attention it deserves. Call this to his attention and you are sure to increase your volume of relining business.

Thermoid Brake Lining makes satisfied customers for three reasons:

1. More material, greater service

There is over 40% more material and 60% more labor used in the manufacture of Thermoid Brake Lining than in any woven brake lining. This means longest wear, greater safety and lowest final cost.

2. Grapnalized

Thermoid Brake Lining is Grapnalized, an exclusive process which resists oil, gasoline and moisture. Moisture of any kind causes ordinary brake lining to swell, making it grab or slip.

3. Ideal surface, uniform wear

Every inch of Thermoid is compressed under 2000 pounds of hydraulic pressure.

Brake Inspection Movement

Within the past few weeks a movement has been started to promote the regular inspection of brake equipment by every motorist. This movement is endorsed by leading individuals and organizations in the automobile industry throughout the country.

The first object of the movement is to have all brakes inspected before the touring season opens. This will decrease the accidents due to faulty or improperly adjusted brakes.

This movement merits your support because it will increase your brake lining business.

A larger campaign than ever before will run throughout the year to convince motorists of the superiority of Thermoid Brake Lining. When they ask for Thermoid be prepared. Your jobber will supply you.

Because of this process Thermoid is uniformly hard all the way through. There are no soft spots to wear out quickly and cause the brakes to grab or slip. That is why it is 100% brake lining. Thermoid Brake Lining will wear better and last longer because it is hydraulic compressed.

Make this comparison

Actual comparison between woven brake lining and Thermoid Brake Lining quickly shows why Thermoid is the safe brake lining. We will be glad to send sample of Thermoid.

Our guarantee: Thermoid will make good or WE WILL.

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.
Branches: New York, Chicago, San Francisco, Indianapolis, Detroit, Los Angeles, Philadelphia, Pittsburgh, Boston, London, Paris, Turin.
Canadian Distributors: The Canadian Fairbanks-Morse Co. (Limited, Montreal).
Branches in all Principal Canadian Cities

Thermoid
Rubber
Co., 1918



Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden Hose"

Who Will Get the Accessory Business?

WHO'S going to get the Automobile Accessory trade?

It's all right for me to ask you that. But if YOU ask ME, I'll speak right out and say: "I don't know, b'gee."

The scrap across the water isn't the only one taking place, though it does make the most noise. For a quiet and interesting little scrimmage is taking place right "in our midst" on the subject of the first sentence in this letter.

"I," says the Garage Man. "With my little pull—and being the logical man for the business—I'll get the accessory trade." With commendable energy he stocks up with the goods, and, truth to tell, he does pull in some business.

But he won't get it all. Nay, he will only get a small proportion. For he is such a careless, fly-away, mechanical fellow, that the manufacturers of accessories are inclined to give him the absent treatment and place their goods with some other line of trade.

Then, too, his place is really a store house, a repair shop, a distributor for oils, gasoline—and such being the case it don't commend itself to particular people, to the ladies, and to those who like to go to a nice place to do their trading.

"Me, it is," says the harness man. "It is my business to cater to the horse, and the automobile, being the successor to the horse, makes me the logical candidate for the business of this successor."

There is reasoning in this logic of the harness man, and all over the country he is reaching out for Automobile Necessities, and handling them to his great satisfaction and profit.

But the harness man won't get all the trade by a long throw. He has a little shop on the side street, his capital is limited, he cannot purchase the variety and assortment that would attract the bulk of the business. Therefore he specializes on a number of things which he can dispose to his patrons, and leaves the remainder for some one else to handle.

In the cities the keen and eager eyes of the department stores have looked upon the automobile accessories and found them good. They have the capital to purchase generous assortments, and full lines of expensive goods, and the styles of competing manufacturers. They have the space to display them to advantage, and they can tell their interesting story to millions of people in their advertising pages of the daily papers.

Hardware Dealer the Man

In the East—and in the West as well—the hardware man is very much awake during business hours. "Most of the automobile accessories are made of metal," reasons the hardware dealer, "and therefore I am the logical



They all speak right out when you ask who is the logical man to handle the Auto Accessories trade.

man to take care of this trade." Like the business man he is his reasoning was followed by action.

He "took on" a few accessories. Some were very cautious and conservative, and "tried it out" on an initial venture of a couple of hundred dollars. In almost every instance it was a gratifying success and the quantity and variety of the stock was increased many fold.

Some hardware dealers who made a try of two or three hundred dollars are now carrying ten or twenty thousand dollars of goods. Some have created a regular department of this line, and have trained their young men to become specialists in various branches thereof.

Their talks are interesting and instructive. One advises the handling of staple goods of tried merit, rather than fancy things and novelties, which may take, or may not.

Quality seems a most important factor with most, rather than low price. A close co-operation with manufacturers is urged by another, as manufacturers are more than willing to co-operate with retailers in the good work of selling.

I have therefore concluded that this trade will be divided up, and the best man will get the most trade, as is the case with most things.

But it sure offers good opportunities to Hardware men. In fact, many hardware men handle harness, operate garages in connection with their business, and wherever any effort is made at all they are the ones who are taking the lead.

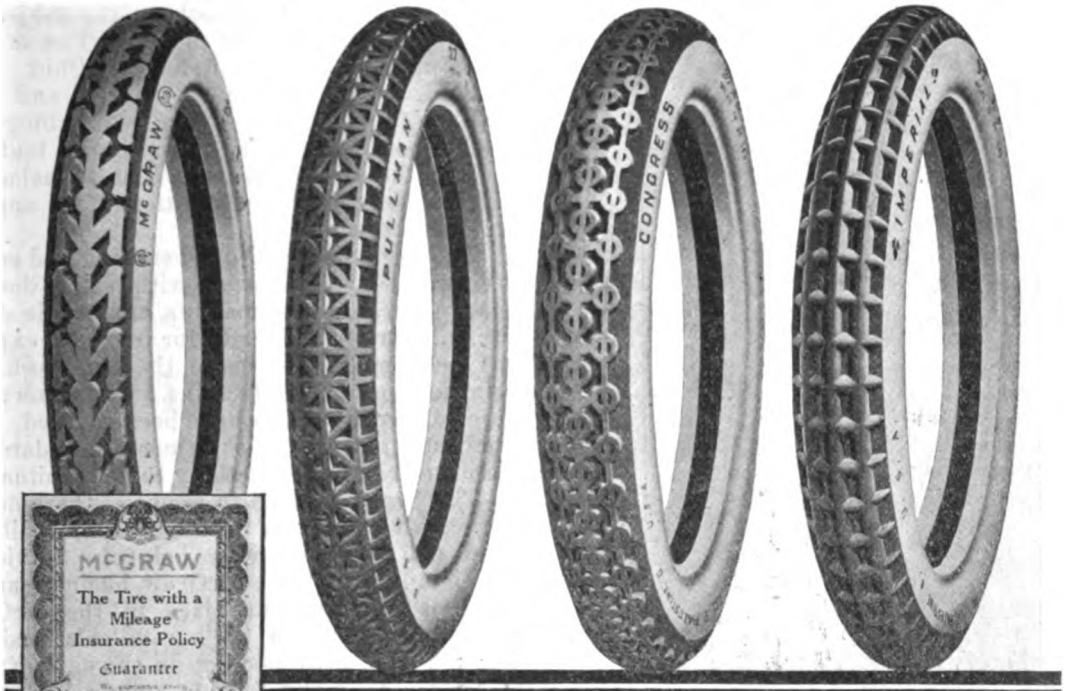
GET IN LINE

The movement is becoming very decided and very general among dealers throughout the country to reduce costs and save profits by more economical distribution, and by charging the cost of delivery and credit to those who insist upon it.

The general adoption of this plan would undoubtedly release many thousands of men, wagons, horses and automobile trucks for war purposes.

MCGRAW PRODUCTS

Pneumatic Tires • Motor Truck Tires • Inner Tubes



Confidence

THE confidence of jobbers, dealers and users of McGraw products is a logical outgrowth of their experience with the tires themselves and the progressive policies of the company behind them.

McGraw, Imperial, Pullman and Congress Tires are made in one of the largest tire factories in America. Large output combined with efficient manufacturing methods and an ideal system of distribution make it possible to produce these tires in a superior quality and still market them at a reasonable price.

The McGraw policy of sales and helpful co-operation enables the distributor to develop a permanent, growing business and affords him a satisfactory profit. Write *today* for details of our sales plan.



The McGraw Tire & Rubber Co.

East Palestine, Ohio

Distributing Warehouses - New York - Boston - Atlanta - St. Louis - San Francisco

TIDE WATER OIL COMPANY UNIFIES ORGANIZATION.

Absorbs Platt & Washburn Refining Company, Which It Has Owned and Conducted as Separate Concern for 29 Years.

To simplify and unify its organization, the Tide Water Oil Company has established a Veedol Department to distribute its products. The Platt & Washburn Refining Company, which has hitherto carried on the business of selling these products, is to be dissolved. This concern has been owned by the Tide Water Oil Company for twenty-nine years, although conducted as a separate company.



H. J. GUTHRIE, MANAGER.

There will be no change in the policy or personnel of the management, the Veedol Department of the Tide Water Oil Company simply taking over all orders, contracts and other obligations, as well as all accounts, notes, etc., due the Platt & Washburn Refining Company.

The Tide Water Oil Company manufactures Veedol oils and greases, Tydol gasoline and other specially refined petroleum products. Main offices are at 11 Broadway. The refinery at Bayonne, N. J., covers 1½ miles of docking space and its equipment includes 500 oil tanks, with a capacity of 1,500,000 barrels, an industrial railway eight miles long, box, barrel and can factories, stills, filters, power, pumping and refrigerating plants and special laboratories.

The company was the first to pipe crude oil from the wells, hundreds of miles away, to tide water. Every twenty-four hours 11,000 barrels of crude oil pour through its pipe line system into the tanks at Bayonne. The company employs more than 2,500 workers.

Organization of the Veedol Department of the Tide Water Oil Co. follows:

Principal Office: 11 Broadway, New York; H. J. Guthrie, Manager; Byron D. Benson, C. W. B. Fisher, Assistant Managers.

Metropolitan District Office, 11 Broadway, New York; F. B. Vanderhoef, District Manager.

Atlantic Division Office, 11 Broadway, New York; H. S. C. Bacon, Division Manager; Boston Office, 161 Massachusetts Ave.; Philadelphia Office, Delaware Ave. and Green St.

Mid-Continent Division Office, Insurance Exchange

Building, Chicago, Illinois; J. M. Stockfish, Division Manager.

Pacific Division Office, Monadnock Building, San Francisco, California; Leonard Freer, Division Manager.

SPLENDID BOOK FOR AUTO ACCESSORY DEALERS

The remarkable progress made in the retailing of automobiles tires and tire accessories is well typified in a handbook on the subject recently published by the McGraw Tire & Rubber Company of East Palestine, Ohio. It is entitled, "Reaching Your Market," and deals with the fundamentals of success in selling tires to the user. The story is so simply told and the exhibits are so graphic that a dealer can quickly pick out the suggestions most applicable to his own business.

The pages devoted to advertising and selling are profusely illustrated with color designs, posters, cards, signs, booklets, ads, movie slides, etc., all worked out ready for use. No expense has been spared to make the art work and printing unusually attractive. The advertising needs of every retailer have been covered. The smallest repairman and the most up-to-date city merchant can find something to fit his situation.

The pages devoted to service—the kinds of service a retailer can render gratis to build up good will, are especially helpful. Service is the foundation of the McGraw business and it occupies a prominent place in the McGraw scheme for building up a retailer's business. The readable little booklet on the care of tires is certain to make friends among motor car owners whether they are customers or not.

The retailer who will follow the carefully worked out suggestions of this handbook, both in the selling and service end, is bound to extend and solidify his business. Up-to-date methods and real helpfulness are bound to win.

The handbook is too expensive a publication to distribute broadcast among dealers, but it will be sent without charge to any who write for it to the McGraw Company at East Palestine, Ohio.

"BUM" PROOFREADING

"Speaking of bad proofreading, ever hear about Smith's bad break?" asked the old-time editor. "It was like this. Mrs. Smith was exceptionally tall and thin. She was also an earnest church worker. When she died Smith ordered a fine monument, directing that the words, 'Lord, she was Thine,' be inscribed upon it. The engraver failed to calculate the space and the inscription read:

"'LORD, SHE WAS THIN.'"

Clarence B. Woetten, Kerman, Cal., has purchased the Dinuba Hardware Store at Dinuba, Cal., and has taken possession.



Tie up your business to this nationwide advertising

How you can make extra good profits on Conaphores in 1918

The 1918 Conaphore campaign in the leading magazines and farm papers is the strongest ever put behind an automobile headlight glass. The publications used by Conaphore have a total circulation of more than 7,000,000. A strong, educational message on the efficiency of Conaphores will reach more than 28,000,000 readers regularly.

Tie up to it!

Focus this nation-wide campaign on your own business. Direct the demand straight to your counters. Get your full share of Conaphore profits!

Trade Aid

Put the Conaphore sales efforts behind your own sales efforts, and you will get the major portion of the headlight business in your territory. We supply the following items without charge:

Order getting consumers' booklet—Two color, envelope-

size folder telling the complete Conaphore story. A great business getter when sent out with your mail or passed out over your counters. Ample space for your own signature.

Attractive window transparency—Two color poster, 14 inches wide. Marks your store as a Conaphore sales-depot.

1918 wall chart—Combination sales-poster and chart of headlight sizes for different makes of cars. Should be on every dealer's wall.



THE CONAPHORE

Smooth front surface. Easily cleaned. Does not clog with dust, mud or snow

Manufactured by World's Largest Makers of Technical Glass

CONAPHORE

No-Glare — Range 500 ft. —
Pierces Fog and Dust

Set of newspaper electros—A series of six newspaper ads, suitable to run in your regular space. Furnished complete, with plenty of room for your own signature.

Consistent use of these trade helps will help you cash-in on our national advertising.

Jobbers—Write us for the Conaphore proposition—it is sure to interest you.

Dealers—You know that motorists look to the hardware stores for high quality accessories. Secure your share of Conaphore profits. To insure prompt delivery, get your orders on your jobber's books as quickly as possible.

Write your jobber or direct to us for full particulars on the Conaphore.

| Retail Price List (per Pair) | Noviol Clear Glass | Clear Glass |
|------------------------------|--------------------|-------------|
| 5 to 6 1/2 in. incl. | \$2.40 | \$1.60 |
| 7 to 8 1/2 in. incl. | 3.50 | 2.50 |
| 8 1/2 to 10 in. incl. | 4.50 | 3.00 |
| 10 1/2 to 11 1/2 in. incl. | 6.00 | 4.00 |

Prices 25 cents more per pair west of Rocky Mountains. Sizes vary by steps of 1/4 - inch above 6 1/2 - inch size.

Conaphore Sales Division
Edward A. Cassidy Co., Mgrs.
Madison Ave. at 40th Street, New York City
Corning Glass Works

THE POLITICIAN'S METHODS IN BUSINESS

Did you ever notice how the politician gets business, which, of course, means votes?

If he is out of a job he has no business unless he gets the votes. Did you ever see any of them stand back and wait for their trade, the voters, to come to them?

How many would be elected if they pursued such a policy?

His business is to get votes.

Your business is to get orders.

Perhaps, you say, it is quite a different thing, but when you come to analyze it, the difference is not so noticeable.

The politician is continuously out hustling for business for votes. Without them he could not continue.

Consider how we may incorporate the methods of the politician into the retail business.

The difference between methods of the politicians and the retail dealer is that the retail merchant thinks he hasn't time to get out among his prospective customers and go after their business personally, hammer and tongs, creating a demand and arousing an interest in that which he has to sell; and the politician knows that he hasn't time to do anything else, because everything else is a waste of valuable opportunity. Difference of viewpoint, you see. What the dealer thinks is secondary consideration the politician thinks is of supreme importance.

Does the politician stay in his office and either advertise in a faint-hearted way or not at all, and then wait for the people to come to him and throw their votes at his feet? Does he? You know he doesn't. And you know without any one telling you that if he went after votes that way he would have as much chance for election as a bow-legged girl has to get married in her home town.

We don't have to argue to convince the dealer that if the politician used dealer methods for getting votes he would never on earth be elected.

Then if dealer methods won't apply practically and successfully to politician needs, why not apply politician methods to the retail business?

He meets them face to face. He grips their hands. He works for their interest and friendship. He does everything he can think of to bring before their consciousness the fact that he is after a certain office, and that he is the man for the office.

He tries to create a demand for himself in the minds of the people. He has got to get their support or he can't be elected. The dealer has got to get the patronage of the same folks or he can't do the business that he wants to.

The politician does not stay in his office because he has other things to do. He knows that the most important thing in his business is getting out among the people—so he gets out. He hires people to do the less important things.

Watch him go after the fellow who hasn't thought about his vote at all. You go that way after the fellow who needs a new set of tires, a pump, lenses and other accessories and hasn't realized that he needs them at all.

Watch him go after the fellow who has decided to vote for his opponent. Then you go after the fellow in your town who has never in the past traded with you.

As we have said before, remember that you are human, and that these townspeople are human, and get out and introduce that powerful human element into your merchandising. The salesmen representing the jobbers and manufacturers call on you and win your friendship, don't they? Isn't it just as essential that you go after your prospects that way?

SERVICE WITH EACH SALE

Every clerk who is worth his salt must necessarily be vitally interested in the How and Why of selling. He must study to acquire the strategy of a Napoleon, the persistency of a Wellington and the far-sightedness of a Bismarck. To be successful, he must cultivate generalship in merchandising.

Courtesy, Experience, Patience, Cheerfulness and an Intimate Knowledge of the Stock He Handles—these are the requisites that go to make up the Clerk Who Later Succeeds in His Own Store.

That sale which consists simply of the clerk wrapping up his product and receiving the money, and is not touched by the subtle quality of service, is a dire failure. Service is the keynote of retail success, the intangible something—a pleasant smile, a friendly greeting, tact, prompt attention, an intelligent explanation, a helpful suggestion—that every customer should get with every purchase.

John Wanamaker, Marshall Field, Isador Strauss, Benjamin Altman and A. T. Stewart started their phenomenal careers behind the retailer's counter with the Idea of Service, and salaries approximating half nothing divided by two.

In order to paint a successful sale, give the customer the big place in the picture; put yourself in his place, be intently interested in the sale and enthusiastic about the merit of your quality products, subordinate cost-to-buy to benefit-to-be-gained, and if the product is manufactured by a firm of national reputation for character bear especial emphasis on this point.

Century-Plainfield TIRES

A Big Service Tire
A Big Guarantee
An Oversized Tire
Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
923 E. 3rd ST., LOS ANGELES.

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO



Century
-PLAINFIELD Tire Co.

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELCHEMO process." FACTORIES, PLAINFIELD, N. J.

MAGNITUDE OF THE AUTOMOBILE INDUSTRY SHOWN BY FIGURES.

Figures showing the magnitude of the automobile industry, including the capital involved, the cars in use and the labor employed, have been compiled from various sources by Alfred Reeves, general manager of the National Automobile Chamber of Commerce. The figures prove better than can be done in any other way the appreciation by the public and business men of the transportation facilities supplied by passenger cars and trucks, which are doing such great work in this country today in relieving the railroads of short-haul freight and passenger traffic.

The best evidence of the urgent need of passenger cars for transportation is the fact that the greatest registration of automobiles during the past year was in the West and South. Another important fact is that ten million acres of tillable land are released for food production by the replacement of horses with the modern motor trucks now in use.

MOTOR CAR MANUFACTURERS.

| | |
|---|---------------|
| Motor vehicle manufacturers in United States..... | 550 |
| Commercial vehicle manufacturers..... | 372 |
| Passenger vehicle manufacturers..... | 228 |
| States in which factories are located..... | 22 |
| Capital invested..... | \$736,000,000 |
| Workers employed..... | 280,000 |
| Wages and salaries paid during fiscal year ended June 30, 1917..... | \$275,000,000 |
| Mo or vehicles produced in last fiscal year..... | 1,806,184 |
| Passenger cars produced..... | 1,022,924 |
| Commercial cars produced..... | 112,800 |
| Wholesale value of vehicles produced during last fiscal year..... | \$917,470,938 |
| Paid for parts and materials by automobile manufacturers during last fiscal year..... | \$480,000,000 |
| Production passenger cars in calendar year 1917..... | 1,795,840 |
| Production commercial cars in calendar year 1917..... | 181,348 |
| Average price of passenger cars produced in 1917..... | \$720 |

BODY, PARTS AND ACCESSORY MAKERS.

| | |
|---|---------------|
| Number of concerns manufacturing some article used in automobile trade..... | 6,789 |
| Body, parts and accessory makers in United States..... | 1,080 |
| Capital invested by body, parts and accessory makers..... | \$336,000,000 |
| Workers employed by body, parts and accessory makers..... | 280,000 |
| Wages paid yearly at \$900 per man..... | \$988,000,000 |
| Automobile tires manufactured during fiscal year ended June 30, 1917..... | 18,000,000 |
| Value of tires manufactured in last fiscal year..... | \$450,000,000 |

DEALERS, GARAGES, ETC.

| | |
|--|---------------|
| Total dealers, garages, repair shops, etc., in U. S..... | 46,000 |
| Automobile and truck dealers in United States..... | 27,000 |
| Garages..... | 25,500 |
| Automobile repair shops..... | 18,500 |
| Tire vulcanizers..... | 12,000 |
| An omobile supply houses..... | 2,550 |
| Jobbers of automobile supplies..... | 228 |
| Capital invested by dealers, garages, etc., estimated at \$4,000 each..... | \$184,000,000 |
| Workers employed, estimated average of 5 each..... | 250,000 |
| Wages paid, estimated at \$800 per man..... | \$184,000,000 |

AUTOMOBILE EXPORTS.

| | |
|--|---------------|
| Value of automobiles, trucks, engines, tires and parts exported 12 mon ha ended June 30, 1917..... | \$133,411,217 |
| Number of passenger automobiles exported last fiscal year..... | 64,234 |
| Value of passenger cars exported..... | \$48,630,928 |
| Number of commercial cars exported last fiscal year..... | 15,977 |
| Value of commercial cars exported..... | \$48,237,315 |
| Value of automobile engines, tires and parts exported las: fiscal year..... | \$48,452,974 |

MOTOR VEHICLES IN USE.

| | |
|--|-----------------|
| Motor vehicles registered in United States..... | 4,842,139 |
| Motor trucks in use in United States..... | 435,000 |
| Tons of goods hauled yearly by trucks (estimated)..... | 1,200,000,000 |
| Cost of haulage by motor trucks at 15c per ton mile..... | \$1,080,000,000 |
| Cost of haulage on basis of 24c per ton mile by horse and wagon..... | \$1,440,000,000 |
| Value of passenger service at railroad rate of 2c per mile..... | \$1,152,000,000 |
| Number of persons in United States to 1 motor car..... | 24 |
| Percentage of cars sold to farmers in 1917 (estimated)..... | 40 |

| | |
|---|-------------|
| Number of automobiles in United States to each mile of public road..... | 1.72 |
| Number of automobiles in United States to each mile of surfaced road..... | 14.77 |
| Number of automobiles in United States for each square mile..... | 1.4 |
| Automobiles in use in all countries outside of the United States January 1, 1917..... | 719,246 |
| Automobiles in use in Europe January 1, 1917..... | 487,558 |
| Automobiles in use in Canada January 1, 1917..... | 118,084 |
| Automobiles in use in South America January 1, 1917..... | 39,188 |
| Automobiles in use in Australasia and Oceania January 1, 1917..... | 55,240 |
| Horses in the United States..... | 24,000,000 |
| Acres of land required to sustain horses..... | 120,000,000 |
| Horses displaced by motor trucks in use (estimated)..... | 2,000,000 |
| Acres of land released by trucks for production of human foods..... | 10,000,000 |
| Horses and mules exported in last three years..... | 1,232,950 |

SINCE PA QUIT TINKERING

(By Edgar A. Guest.)

When first we bought our auto, Pa would often lift the hood
And tinker with a lot of things he never understood;
They gave a pair of pliers with the tools that they supplied,
And that little set of nippers was his pleasure and his pride.
He tightened this and loosened that, a dozen times a day,
Then wondered why the car we owned got stalled along the way.

The carburetor interested Father quite a lot.
He changed it when the days were cool and when the days were hot,
And when the car was running well and when it seemed to jerk;
But Mother said he never gave the thing a chance to work.
He fussed with it for everything that stranded our machine;
He even blamed it once when we ran out of gasoline.

The monkey wrench was his delight; he'd spend each Sunday morn
In taking that old car apart, from muffler to the horn;
He'd smear himself with oil and grease and count his labor fun,
Then wonder why, that afternoon, the motor wouldn't run.
He used to stay at home at night to read his book of rules,
Because he seemed to think he had to use that set of tools.

As time went on, though, Father learned to leave the car alone;
Today he never lifts the hood of that machine we own;
So long as it will run at all Pa let's it jog along,
And it is most remarkable how seldom it goes wrong.
He leaves the tools beneath the seat and will not touch a thing,
And we are all enjoying life since Pa quit tinkering.



Hartford Cord



Strongheart Tread



Hartford 'H' Tread



Plain Tread

Announcing the Two New Hartford Tires

We have extended our line to fit progressive conditions and to meet the requirements of motorists who are fast learning that no one tire will best fit all of the varied motoring conditions.

We have added a cord tire—a tire that in cord tire construction is the final word in strength, endurance and anti-skid efficiency. It is the supreme accomplishment of the moment. And the future will surely justify the time, energy and quality that have been expended in the perfecting of the **Hartford Cord**.

We also announce the **Hartford Strongheart Tread**, that excels the **Hartford 'H' Tread** only in strength. For, like the famous **Hartford 'H' Tread**, this new Hartford addition holds out to you the maximum of insurance in resiliency, mileage and safety, but for a longer mileage.

Here is a complete line for you to offer to your trade—a tire to fit everybody's needs and everybody's purse.

And remember that **Hartford Tires mean tire insurance.**

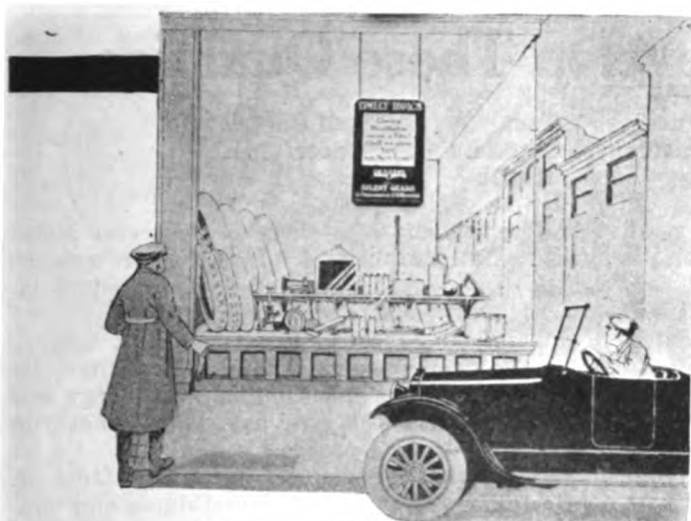
Hartford Rubber Works Company

1790 Broadway, New York

Write to one of the following distributors **TODAY** for information regarding prices, etc.

Stauffer-Eshleman & Co., New Orleans, La.
J. D. Weed & Co., Savannah, Ga.
Decatur & Hopkins Co., Boston, Mass.
Putnam Hardware Co., Houlton, Me.
Albany Hardware & Iron Co., Albany, N. Y.
F. P. May Hardware Co., Washington, D. C.
Reilly Bros. & Raub, Lancaster, Pa.
Wilson & Pugh, Cumberland, Md.
Prussia Hardware Co., Fort Dodge, Ia.
Suefloth & Seefeld, Milwaukee, Wis.

Hibbard-Spencer-Bartlett & Co., Chicago, Ill.
Belknap Hardware & Mfg. Co., Louisville, Ky.
Geo. Worthington Co., Cleveland, O.
Tracy-Wells Co., Columbus, O.
Morley Bros., Saginaw, Mich.
Marshall-Wells Hardware Co., Duluth, Minn.
Marshall-Wells Hardware Co., Spokane, Wash.
Marshall-Wells Hardware Co., Portland, Ore.
Witte Hardware Co., St. Louis, Mo.
E. L. Wilson Hardware Co., Beaumont, Texas
Knapp & Spencer Co., Sioux City, Ia.



Permit Us To Send These Sales Helps

Our interest in you does not cease with the order you send in for Motul, Cupese and Gearese. We are behind you, doing our utmost to help you sell these products — and we are asking permission to send you the sales helps shown—and others from time to time.

The thousands of dollars we are spending in general magazines, automobile publications and direct mailings, can be made to work for you.

The coupon below, filled out and mailed today, will bring full particulars about S-F Atlas scientific products, and details of our co-operation. Hadn't you better mail it now!



Quality Oil and Grease Products Since 1853

BRANCH IN SAN FRANCISCO



Swan & Finch Co., 165 Broadway, New York City
Gentlemen:

Kindly send details of your co-operative selling plan; also description of products and further information.

Name.....

Address.....

(If dealer, please state jobber's name)

Young Man, Develop These Qualities

Determination
Imagination
Optimism

Confidence
Enthusiasm
Courtesy

Tact
Neatness
Health

Self-Control
Cheerfulness

BACK of every achievement great or small is **desire**—the will to do. When desire is intensified we call it determination.

The success you achieve will be measured by the intensity of your **desire**—your **determination**—your **will power**.

Instead of asking yourself the question, "Can I?" you will say, "**I Can**," and then summon all your powers for the accomplishment of your purpose. Concentrate your thoughts upon your work and pursue it with all your energy.

This energy must be properly directed. Organize yourself. Take stock. Look back over the past year and consider the things which determine your success or failure.

Benjamin Franklin analyzed himself and kept a perpetual inventory of the qualities he wished to develop. You can improve by this same method.

Review each day's work. Quiz yourself to see that you are on the right road. You can't improve your condition and grow unless you know what obstacles stand in your way. Know your weakness. Analyze yourself. Make a self-analysis chart and go down the list each day and see where you were deficient.

Have a beginning. Great men who used their **imagination** were called dreamers; but out of their dreams were shaped ideas which have revolutionized the world.

If you think your trade territory is run down, or rather, if you are stale, use your **imagination** to discover the hidden possibilities within yourself. They are there in quantity equal to the best of men—the difference being in your ability to make use of them.

In order to work to the best advantage we must be **Optimistic**. No matter what the situation is, make the most of it.

When your prospect turns you down does it bring forth your best smile—or do the corners of your mouth drop? Be hopeful and **Optimistic**. All the world loves an Optimist.

Optimism suggests and develops **Confidence** in both the salesman and the customer. Believe in your ability to get the order. Demonstrate your goods so well that you get the confidence of the customer. Ask for the all important "Yes" as if you expected it to be given willingly. Have confidence in yourself, your goods and your company.

J. Ogden Armour says, "**Enthusiasm** is the dynamics of your personality. Without it, whatever abilities you may possess lie dormant.

And remember this—there is no secret about this "gift" **Enthusiasm**. It is the sure reward of deep honest thought and hard persistent labor."

Think about that "hard persistent labor." It is the fire which keeps **Enthusiasm** alive. Be sure that you put spirit, animation, energy and conviction into what you say. Feel what you say—do it for the prospect's sake.

Be **Earnest**, never get far away from it. Idle talk will rob you of forcefulness and conviction. Make the prospect feel your spirit of Service.

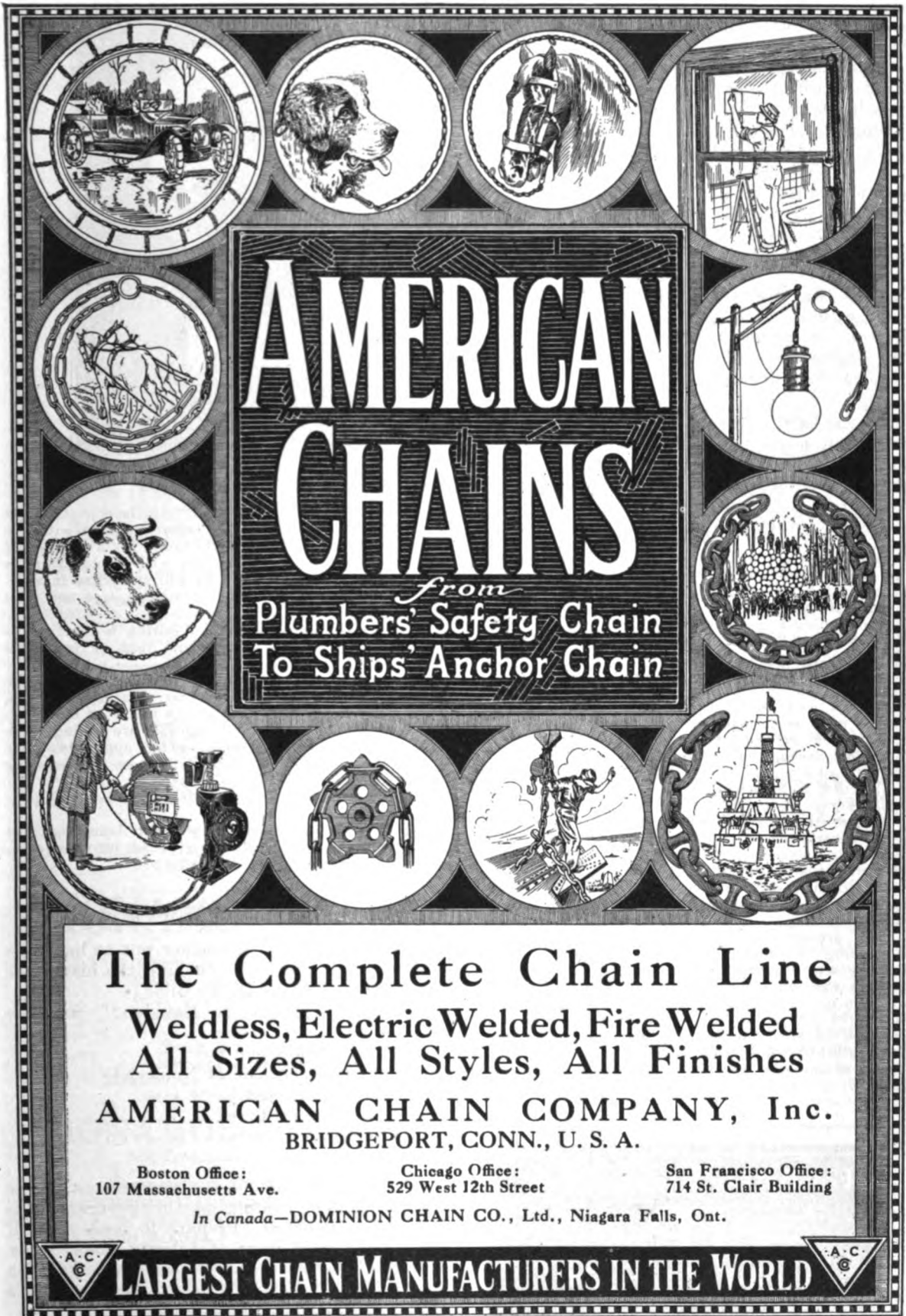
Make **Courtesy** a habit. Never allow rudeness and incivility of the prospect to cause you to lose your **Poise**. Always try to be a bit more courteous than your prospect. She will respond in spite of herself. Study each interview and see that the **little courtesies** are not forgotten.

Determination does not admit defeat. How do you stand up under a "No?" Does your smile disappear? Does your voice lose its confident resonant tone—or does the "NO" stimulate you to more determined efforts? Is it your signal to tell your story again in a more interesting way, or do you seek shelter in the small order or late delivery? Cultivate the art of polite persistence.

Do you have the knack of getting your customer to talk instead of argue? Can you present your selling points in such an indirect suggestive way that the customer will think that they are his own ideas and draw your conclusion for you? Do you let your customer's resistance spend itself and then approach him or her from an angle of common interests, or do you antagonize by direct attack. Do you use **Tact**?

Neatness does much to influence first impressions. This is especially true when selling to women. Be sure of every detail in your appearance. There is nothing inspiring in carelessly kept samples, unpolished shoes, unbrushed clothes, a collar "in mourning" or a tobacco breath. Eliminate things which may be repulsive to the customer. Make your appearance an asset.

Health is the most important of all the qualifications a salesman must have to be successful. It is hard to be an optimist, enthusiast—an aggressive salesman when you are not fit. Be careful what you eat. Be regular in all habits. Drink plenty of water—exercise every day. Don't "enjoy" poor health. Lack of



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

ambition is often the cause of the kind of poor health that is "enjoyed."

Self Control is closely associated with all other qualifications. Health especially is impossible without it. Benjamin Franklin said, "Wouldst thou enjoy a long life, a healthy body, a vigorous mind—bring appetite to reason." It should be our constant endeavor to conquer ourselves and to grow stronger each day.

Form the habit of self analysis.—Salesmen's Bulletin.

The Staybestos Mfg. Co., of Philadelphia, have opened an office in the Kerr Building, Detroit, under management of W. C. DuComb, Jr., who is an engineer and well known in the automobile industry.

Great battles have always been won by generals, but never by a debating society—therefore the salesman who hopes to win the battle should not debate with the customer.

A HELPFUL CATALOG

More complete and informing than ever before is the new Corbin-Brown Speedometer catalog, recently issued by the Corbin Screw Corporation of New Britain, Conn., the universally known manufacturers of the Corbin duplex and Corbin two speed coaster brakes, motorcycle band brakes, front hubs and screw products of every description.

The thirty pages of this catalog are crowded with much valuable information concerning the numerous models as well as all full data covering the latest devices used in conjunction with the Corbin-Brown.

This book is profusely illustrated with clear photographs showing the Corbin-Brown and its parts in every possible angle, thus enabling the reader to see at a glance those features of strength and importance that deserve his consideration.

One of the most interesting features in this book is the description of the Corbin-Brown flexible shafting. It is claimed that this exclusive type of shafting overcomes the faults generally found in flexible shaftings. A succession of eye and solid links gives a smooth bearing, minimizes friction and insures smooth running.

The peculiar qualities of the lubricant used in the casing in which the shaft is enclosed prevents freezing and sticking in cold weather, as frequently happens with an inferior grease.

From cover to cover it is an interesting, carefully considered catalog, which should prove of value to all who use or are contemplating using a speedometer. The Corbin-Brown is made in models for motorcycles, trucks, automobiles and a special model for Ford cars. The Corbin Company will gladly mail the catalog to any address upon request.



MAKES TIRE CHANGING A JOY

Reference was made in our last issue of the fact that R. M. Burton, who has been identified with the hardware trade on the Pacific Coast for a number of years, has opened a sales agency with headquarters in Seattle, Washington, where he will specialize in automobile accessories, electrical specialties, iron and steel products.

One of the lines which Mr. Burton is handling is the Hub Cap demountable wheel that he says will make tire changing a joy forever.

These Hub Cap demountable wheels for Ford cars improve the appearance of the car, reinforces the ball races and adds strength and life to the front hub.

Many of the large Ford agencies are selling these Hub Cap demountable wheels, as they appeal instantly to every Ford user. A splendid business is developing on this wheel.

The dealers and garages selling this wheel are quite enthusiastic over it.

The Burton Sales Agency, which is being operated by Mr. Burton, will be glad to give full information to any of our readers upon request.

THE FIRST BLOW-OUT

The Sunday school teacher put to her class a number of questions touching the history of the cities mentioned in the Bible.

"What happened to Babylon?" was the first query.

"It fell," said one boy.

"And what became of Nineveh?"

"It was destroyed."

"And what of Tyre?"

"Punctured!"

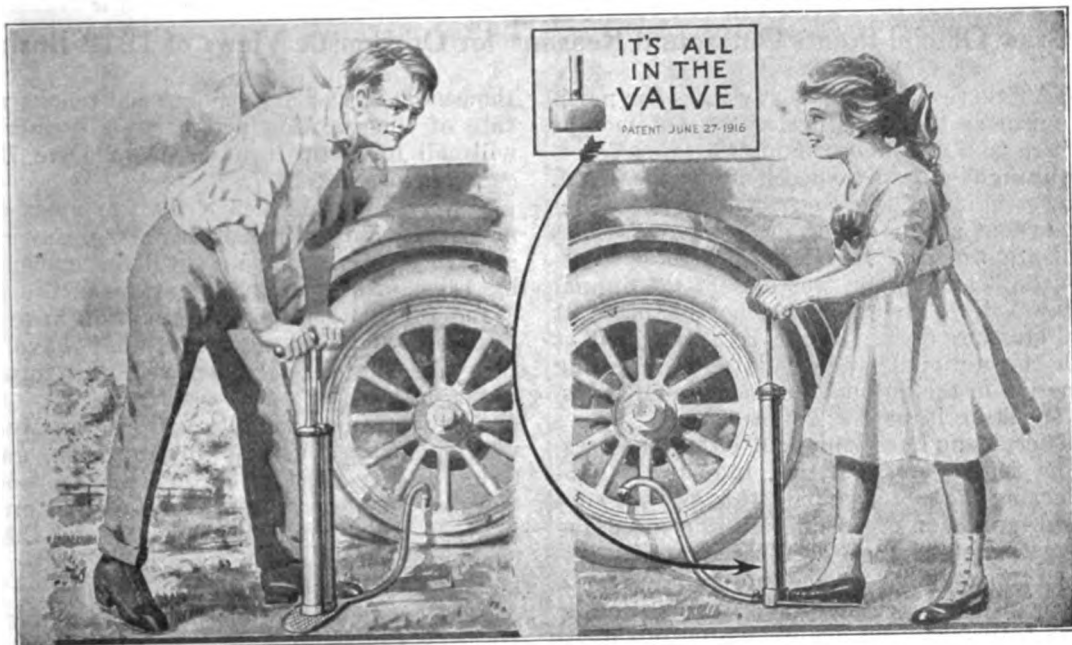
As you are part of the government of the United States, lending to the government is lending to yourself. Prepare to lend yourself one of the next issue of Liberty Loan bonds. And, by the way, we heartily echo the suggestion of "B. L. T." that this next issue be called a "Victory Loan."

For Better Bookkeeping

LOOSE **I-P** LEAF

ASK YOUR STATIONER

DID IT EVER OCCUR TO YOU?



He: Curse my luck, can't see why they put a pump like this in such a good car.

She: Gee! I'm glad Dad bought this ROSE PUMP or I'd sure be stalled.

JOBBERS DEALERS USERS
 MORE ROSE PUMPS ACTUALLY PURCHASED BY DISSATIS-
 FIED USERS OF OUT-OF-DATE PUMPS LAST YEAR
 THAN ANY OTHER PUMP IN EXISTENCE
 There is a Reason. Find out yourself. Write for a sample.

J. E. HANNEY & COMPANY
 Manufacturers
 HASTINGS, NEBRASKA
 Rose Pumps, Grease Guns and
 Fan Belts.



DON'T EXPERIMENT
 START YOUR CAR OFF RIGHT
 THEN STAY RIGHT

MONAMOBILE OIL

Will be a revelation to you in
 Smooth, steady action of motor
 Gain in power
 Freedom from carbon

Motor B Tractor Oil
 Monarch Axle Grease
 Monamobile Transmission Grease
 Gold Medal Cup Grease

MONAMOBILE OIL CO.

San Francisco :: Los Angeles

Distributed in the Northwest by
 WHITON HARDWARE CO., Seattle
 J. E. HASELTINE & CO., Portland
 DIRKS MOTOR SUPPLY CO., Spokane

Our 15-gallon drum is just the thing for your private garage

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.

1451-53-55 Michigan Ave.,
 Chicago

Bright Prospects for Tire Industry

McGraw Official Points Out Sound Reasons for Optimistic Views of 1918 Business

THAT there is no longer any basis for pessimism as to the future of the automobile, tire and accessory industries was forcefully brought out in a speech by Judge L. M. Kyes, secretary of the McGraw Tire & Rubber Company, at a banquet of the company's sales organization held at the Fort Pitt Hotel, Pittsburgh, Pa. The banquet was part of the annual McGraw sales convention which took place at East Palestine, Ohio. Judge Kyes outlined at length the national trade conditions affecting production in the automobile and related industries, speaking in part as follows:

"There is no question about either the present or future of the tire industry. Commandeering the motor vehicle, the gasoline supply and limitation of production, the three disturbing things, have all been satisfactorily settled. The capability of the motor industry to produce all army requirements of munition as well as transportation has eliminated all question of commandeering. Increased prices for petroleum products has brought about a big increase in oil production so that the country has an ample supply of gasoline. The small percentage of steel requirements of the motor industry as compared with total steel production and the sheer necessity of the motor car and truck as both a peace and war essential to relieve commercial traffic congestion and carry on actual-war operations will protect production at all times.

"The satisfactory elimination of these questions in addition to the fact that the normal requirement of 22,500,000 tires for the 4,500,000 cars in the country will be further supplemented by a large volume of 1918 cars and

thousands of war and commercial trucks whose rate of consumption will be greatly increased will call for a tire production of 50 to 75 per cent in excess of 1917.

"While the conduct of the war must eventually affect some lines of business unfavorably, in the aggregate business will be enormously increased. All pessimistic features of the whole commercial and industrial situation have been overestimated and now that they have been fully discounted, confidence in the future is increasing daily."

Vice-president and Treasurer John Morgan, who spoke on Business Organization, gave a strongly patriotic address in which he pointed out that business in 1918 can have but one objective—the winning of the war and that all business organizations and individuals must keep this constantly in mind.

The convention proper was held at the new McGraw Club House and from the time that General Sales Manager C. E. Miley gave the address of welcome to the different district managers and salesmen, who had come from all parts of the country, there was no let up in activities, until the close of the convention. The first thing of note was a trip throughout the factory inspecting the various departments, which take up 300,000 square feet of floor space. Following this policies were defined by General Sales Manager Miley, assisted by C. E. Humphrey, sales manager. Advertising and sales promotion plans for 1918 were also outlined in detail. The dominant feature of the convention was the loyalty pledged to the McGraw Tire & Rubber Company, combined with a spirit of patriotism.



"HEXALL" RATCHET WRENCH NO. 2.
7-inch handle, steel forging, two screw driver bits of best tool steel. Extension bar, six inches. Seven sockets of case hardened steel, for bolts and nuts from 5-16 to 5-8 of an inch. Weight, 1 1/4 lbs.

DEALERS: Ask Your Jobber

R. F. SEDGLEY, Manufacturer

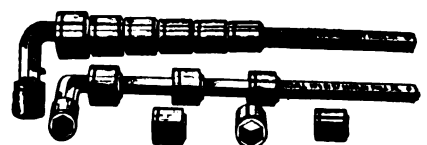
2311-13 N. 16th St., Philadelphia, Pa.

"HEXALL"

"Trade Mark Reg. U. S. Pat. Office"

SOCKET WRENCHES

Sedgley Quality is Your Guarantee of Durability



"HEXALL" SOCKET WRENCH NO. 5.
A splendid tool. 10 1/4-inch hexagon steel handle, 7 sockets made from bar steel, case hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight 21 oz.

**BREAK ANY
SEDGLEY
WRENCH
AND WE
REPAIR IT
NO CHARGE**



**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.

EWING-LEWIS CO., San Francisco, Cal.

EWING-LEWIS CO., Los Angeles, Cal.

D. L. HERMAN, Seattle, Wash.

F. W. LYNN, Dallas, Texas.

W. W. CRANDALL CO., Nashville, Tenn.



**Your Customers'
Confidence**

in you will be measured by their confidence in the lubricants that give 100% service.

**DIXON'S
GRAPHITE
Automobile
LUBRICANTS**

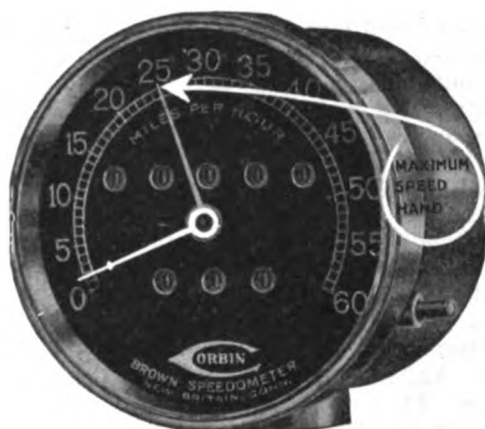
will give your customers 100% service and increase their confidence in you.

Write to us for Dixon's Dealer's Deal No. 230-G

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Co.



Established 1827



**Read the Record Right.
For 1918 Equip
with the**

CORBIN-BROWN SPEEDOMETER

It starts in telling the truth and keeps on telling it as long as the life of the car.

Apart from its undeviating accuracy, one of the most valuable features of this universally used instrument is its great durability. This is due to the nature of its mechanical construction, which is simplicity in itself. Its parts are few, large and strong. They decrease the chance of breakage and reduce friction to a minimum. Thus at all times the Corbin-Brown operates smoothly and dependably. Furthermore, no matter what may be the condition of the weather, either extremely hot or cold, the accuracy of the Corbin-Brown record remains totally unaffected.

For absolutely satisfactory speedometer service, start the 1918 season with a Corbin-Brown Speedometer. At motor and accessory stores everywhere.

The Maximum Speed Hand is an extra feature. This hand registers the highest speed attained and stays at that point until reset at zero, which can be done at any time. Convenient, efficient.

Write for Catalog

The Corbin Screw Corporation

The American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of
Corbin Duplex Coaster Brakes for Bicycles

STAYERS AND QUITTERS

There is a certain merit in the stolidity that makes no brilliant initiations and none of the keen-eyed discoveries credited to the sharp of wit, but merely stands and holds its ground, faithful in a few things, sure to be found in the place where it was set—like Little Boy Blue's toys—whenever the ruling power that so decided shall return to the scene.

It is a poor idea to sneer at a plodder. The life of one who moves steadily and cautiously may look ridiculous to erratic, meteoric talent which thinks it gets the same result by fits and starts, by short-cuts and spurts, by wildfire inspiration and the moment's audacious impulse. Yet the sober routine performer often arrives when his fellow who laughed and sprinted ahead collapsed and was left by the way.

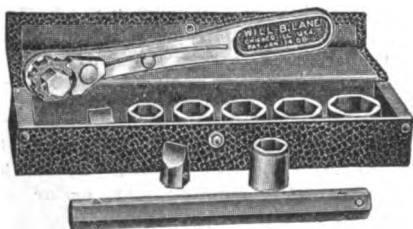
One who stays is worth a regiment of quitters. Any man who is a success has outstripped a host who among them had many wonderful qualities he did not possess. Somehow he kept at it. He held on when the rest were lured or pulled away. He knew what he was after, he knew what he meant to do, he continued to "travel hopefully." He did not waste breath in gloating over those who fell. Though they had sneered at him as long as they were ahead, he has no wish to pay them back in their own coin now. His great satisfaction is not in doing

better than they did, but in doing the best that it is in him to do. He has formed the habit of hard work for worthy objectives, and in the effort he finds a satisfaction no easy indolence confers.

Fighting courage, like love, doesn't look for a reason. It is present or absent; and if it is present it is a driving force until one drops—a force that is a constituent part of life. Lots of people could be sick in bed if they chose. but they are up and about, doing their work merely because they gritted their teeth and decided to keep going. They learned long ago that if you want to get anything done that is worth doing, there will be all manner of conspiracies of circumstances betwixt heaven and hell to oppose you. These "successful" folk, you see, it is highly probable, had one long, dreadful, ding-dong battle to get what they have and to be where they are. You cannot tell them much about penury and isolation, and early and late hours, and scanty food, and thin clothes, and all the concomitants of poverty and toil. But they kept at it. They had faith as far beyond their day of small things as the star is from the pool that reflects it. They mixed their oatmeal and their stale bread with the nectar and ambrosia of dreams. Now and then the angels walked with them, to be the best of company, even when men looked askance because they were humbly poor.—Public Ledger.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Ford Set

No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-grade steel and case-hardened.

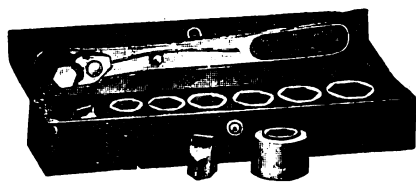
The Ford Set Contains:

- 1 handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- Six sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

*Manufactured
 ... only by*

WILL B. LANE

180 NORTH DEARBORN STREET



Standard Set

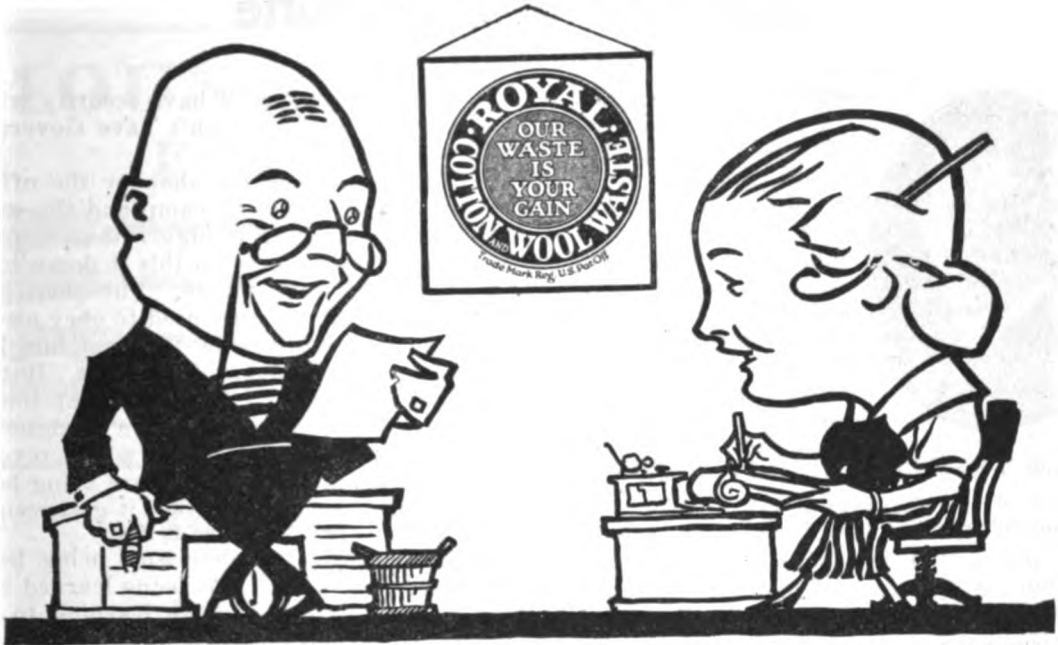
Handles drop-forged.
Manufactured and sold for past 10 years on merit.
Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows:
 U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{3}{4}$ in.
 A. L. A. M. Standard from 5-16 in. to 11-16 in.
 Cap screw heads from 5-16 to $\frac{3}{4}$ in.

CHICAGO, U. S. A.



"Memorize that name!"

Many a system-wise executive has lessened his burden of detail by hitting on just the *right* grade of

ROYAL COTTON WASTE

—and always ordering by *name*.

Twelve Grades

WHITE GRADES

Baron
Count
Czar
Duke
Earl
Emperor

*A Grade
for Every Need
of Service or
Price*

COLORED GRADES

King
Marquis
Mikado
Prince
Rajah
Sultan

The Triple Guarantee

Quality—uniform
"Tare" (wrappings)—6%
Weight—even—as ordered

Ask your jobber or write for Royal Sampling Catalogue; ask for samples of Royal Wool Waste

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Reitor Street

RAHWAY, N. J.

Pittsburgh Office—Oliver Bldg.

St. Louis Office—Pontiac Bldg.

Chicago Office—People's Gas Bldg.

San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

The Day of Discipline

(By Harry Gale Nye)



THE United States this past winter has been pulling off the most expensive Fourth of July celebration it ever held. We used to think it was plenty enough to knock off work one day a year, hang up flags, listen to painfully prepared oratory, drink red lemonade, and shoot off gunpowder.

Now every day is Fourth of July, and we have a chance every minute to make good on some of that hip-hurrahing we used to do.

In place of a few balloon ascensions and parachute drops we are going to have 25,000 aeroplanes playfully dropping firecrackers in the German hair. In place of a parade by the home guard, a million or more of men wading over and wading in. In place of pointing proudly to the glorious achievements of our forefathers, we are expected to do some glorious achieving of our own.

It is going to take more of our money than a street carnival and more of our time than one day. But it is going to be worth it. Not only in democracy, but in discipline. The war may be expensive, but in that respect it is going to pay 100 per cent profit from the jump.

To tell the truth, this was a funny country. We had so much liberty we took liberties with it. There wasn't any boss, because everybody was boss. The Government to us was a good deal like it was to that colored girl down south that Ralph Bingham tells about. It was during the Taft administration and another girl asked her who this man Taft was. "Oh," she said, "he's president of somethin' up nawth!" The Government was something up north or down east to most of us, and Washington a place to go when we wanted to get something.

We thought of a congressman as a friend of ours to get things from when we wanted something for ourselves, not for the country.

Now we feel a good deal like a man does about a month after the wedding. We suddenly find that we have somebody in the house to boss us around. There is somebody to tell us where to hang our hat and when to come home. There is Government to tell us what to eat, what to say, and what to do.

We have been making as much money as we could, paying as little taxes as possible, and thinking about the Government as a job for some political friend. Now this political friend blossoms into a Government, and the Government tells us to dig down and come across.

We find that you can't have security without Government and you can't have Government without discipline.

The fellow from the shop or the office is learning in the training camp and the cantonment that a colonel is bigger than a private and that when he says do this it doesn't mean to do as you darn please. The chap in the office or factory or store used to obey an order when he felt like it; now they put him in the guardhouse until he does feel like it. But most of them feel like it. They see that the cogs of an army have to mesh, that a machine can't do business with each little wheel revolving its own little arc of air. We are being bossed, and we like it, because we see it gets results.

Self Discipline Is Best.

But the best discipline isn't being learned by the kid in khaki. It is being learned by the old cuss at home. We are learning to mind ourselves. We are learning to say to ourselves, "You'll have to get along without this," or "do without that." We are learning to say "Aye, aye, sir" to the man inside. We didn't even use to obey ourselves. Now when we tell ourselves to do something we touch our caps to ourselves and do it. We have learned self-discipline, the best discipline in the whole system.

It is taking the conceit out of us, as men, and as a nation. We find that we can't have a thing now just because we want it. It is going to take a long time to chase the dachshund out of the front yard. It may be a long way to Tipperary, but it is no sleeper jump or trolley excursion to the Rhine. We are hucking up against the finest bunch of discipline the world ever saw. Now we've got to fight discipline with discipline. Russia said, "To hades with discipline!" But Russia got there long before discipline did.

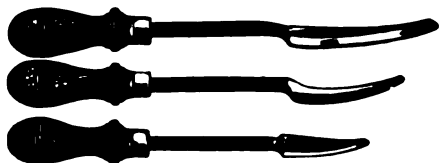
But, after the war is over, the crop of discipline we are going to reap is going to be worth a whole lot of what the whole thing cost. As we sit clipping the coupons that self-discipline made us save, as we exercise the legs and the lungs that army discipline made us develop, as we do the thing that has to be done instead of trying to invent some way to let George do it, we are going to reap our reward in better products, better returns, and better self-respect.

We are learning that freedom is freedom to do the right thing—not to do nothing. We are learning that giving is sharing a lot, not begrudging a little. We are learning that we are the Government, not just saying we are. The man who says that he is his own boss is finding out that you can't be a boss without bossing something, and that, if you are going to boss yourself, you have got to obey yourself—or you are no boss of yourself at all.

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



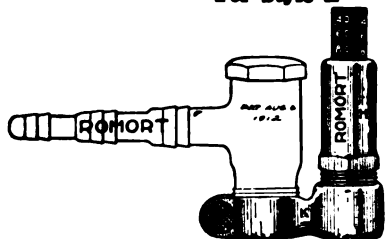
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

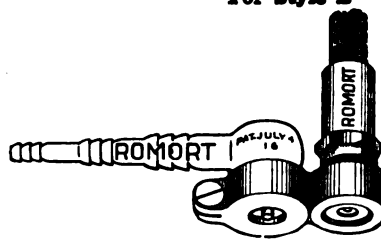
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

NEW TWO-PIECE UNIT LENS

A well established lighting principle treated in a new and very pleasing manner is embodied in the new Jefferson two-piece unit, which recently made its premiere before architects.

In this unit, the popular and effective transmission-reflection system is seen at its best, as it is reproduced in the well known moonstone glass.

The high light transmission and diffusion qualities of the glass and a practically perfect scientific design permit increased lighting efficiency and at the same time eliminate the presence of shadows or dark spots on the ceiling, walls or floor, which hitherto has been practically the only disadvantage of the transmission-reflection system.

Another feature which will hold particular appeal to the architect is the wide variety of treatment. The unit can be secured in adaptations from all the period styles as well as other popular motif designs.

An interesting booklet describing the unit and listing the styles in which it is furnished is now being prepared. Copies can be reserved by writing the manufacturers, The Jefferson Glass Company, at Follansbee, W. Va.

"Every time I meet Jones I have to listen to all his complaints—his heart is bad, his liver out of order, stomach upset, and so on."

"A regular organ recital, eh?"

NO BETTER WAY TO KEEP POSTED
Editor HARDWARE WORLD:

This is just a line of appreciation to tell you how I enjoy your publication.

In this day of high, and yet ascending higher prices it is up to all of us to be prepared, and I know of no better way to keep posted than to be a close student of your valuable publication.

Indiana

C. M. STUDEBAKER.

ALL DEALERS CAN SELL FIRE
EXTINGUISHERS

Attention is directed to the announcement of the Johns-Manville fire extinguisher, as illustrated on our last cover.

The point is well taken in calling attention to the fact that while a customer's truck is probably insured, what about the cargo, the load that every truck is carrying?

A Johns-Manville fire extinguisher aboard is one of the cheapest and best insurance policies that can be had. It is the only one quart extinguisher with a two-way method of operation, discharged either by pumping, or in tight corners by air pressure previously pumped up.

It entitles car owners to 15 per cent reduction in automobile fire insurance premiums.

Trade details will be sent upon request.

The Johns-Manville Co., New York, or any of their sixty-one branches will be glad to give full information to any of our readers upon request.

The Beacham-Mignardot Hardware Company, Santa Fe, N. M., which was established in 1913, reports that their growth has been steady and consistent, and one of the things which they insist upon is to have the goods on hand when called for.

They pay particular attention to the general appearance of their store, making it a point to have it just as attractive as possible.

They offer cash customers a discount of 5 per cent on all goods purchased, their goods being marked in plain figures, and this they find has increased their sales during the past year to a considerable extent.

The Bratton Hardware & Furniture Company, Banks, Ark., have succeeded J. W. Crossley. They are handling hardware and implements.

The Wooster Hardware Co., Wooster, Ohio, pay particular attention to the implement part of their business, which is a vital factor in holding trade among the farmers of their section.

H. Earl Clack Co., Big Sandy, Mont., are factors in the implement business of their section, and report a very excellent business during the past year. They expect an even better year during 1918.

The Fulton Implement & Hardware Co., Fulton, Indiana, has been purchased by A. T. Durbin, a farmer of Fulton County. He has been in the general merchandise business in days past, and is anxious to be back on the job again in mercantile lines.



Made by

Everlasting Air Hose

This air hose is made for use on air compressors and air stations, where hard service and long life is required. It is constructed with treated heavy double cotton jacket, woven on high-grade rubber air hose. It is not injured by being run over, will not kink, or buckle—will stand any pressure. Can be furnished complete if desired. Furnished in 25 and 50-foot lengths. Fully guaranteed.

Sizes: ¼ inch, ¾ inch, 7/16 inch, ½ inch.

Conserve freight. We are 1000 miles nearer you.

The Chicago Tubing & Braiding Company, Chicago, Illinois

Pacific Coast Representative, BAKER-SMITH COMPANY, Rialto Building, San Francisco, California

NEW TYPE OIL GAUGE FOR FORDS

What every Ford owner has been waiting for—it cannot break—it will not leak—it is absolutely accurate and dependable and can be easily read, even at night.

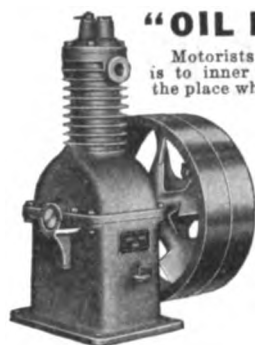
It consists of a metal chamber containing a float with a rod extending out of the top with a white ball on the end of the rod. The height of the ball tells the amount of oil.



APCO MFG. COMPANY
DUDLEY ST., PROVIDENCE, RHODE ISLAND

Mr. Dealer:

These gauges cost you \$4.00 per dozen f. o. b. 126 largest cities.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pneu. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



It Will Pay You to Get Our Literature and Price

Three types of barrel pumps. Special five-barrel curb-pump outfit. Visible measure glass dome attachment, which can be attached to curb pumps now in use.

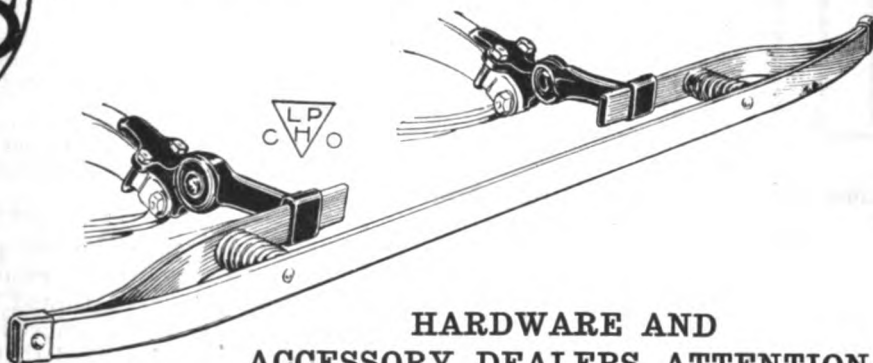
**THE GROETKEN PUMP
COMPANY**
Aurora, Illinois



HALLADAY BUMPERS

THE PROGRESSIVE, PROFITABLE LINE

The New
Multiple
Spring
Bar
Bumper



**HARDWARE AND
ACCESSORY DEALERS ATTENTION,**

Our line of Bumpers is complete with fittings for front and rear of all cars of standard or special construction. Write today for our new catalog of bumpers and automobile accessories.

L. P. HALLADAY CO., Streator, Ill.

DISTRIBUTORS

Ash & Co., 16-24 W. 61st St., New York City
E. L. Thompson Co., 817 Boylston St., Boston
Gray-Heath Co., 1440 Michigan Ave., Chicago

Sanford Brothers, Chattanooga, Tenn.
Southern Distributors

Norman Cowan Co.
Pacific Coast Representative
133-35 Rialto Bldg. San Francisco, Cal.

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL



Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with a

DELTA COIL FILE



Cleans All Contact Points, Spark
Plugs, Coils, Magnetos

*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS
PHILADELPHIA, PA., U. S. A.



MANUFACTURERS SECURE DESIRABLE WESTERN REPRESENTATIVES

Messrs. McDonald and Linforth of San Francisco have been appointed Pacific Coast representatives by the following manufacturers:

R. F. Sedgley, Philadelphia, Pa.

Oscar Barnett Foundry Co., Irvington, N. J.

Laporte Mat & Manufacturing Co., Laporte, Ind.

Tucker Duck & Rubber Co., Fort Smith, Ark.

Super-Vulcanizer Manufacturing Co., Salt Lake City, Utah.

Foster Bros. Manufacturing Co., Utica, N. Y.

Reference was made in our last issue to the fact that Messrs. McDonald & Linforth were in position to represent a few manufacturers, who desired first-class representation in selling the jobbing trade throughout the Pacific Coast.

Both of these men have been identified with the hardware, sporting goods and auto accessory trade for many years, and their experience is such as to peculiarly fit them to offer manufacturers splendid representation in the far West.

OREGON DEALERS ACTIVE

The Coos and Curry County Hardware Dealers' Association recently held their annual meeting at Myrtle Point, Ore. Officers for the ensuing year being elected are: C. E. Huling, of Myrtle Point, president; F. E. Hague, Marshfield, vice-president; R. B. Hazer, North Bend, secretary and treasurer.

It was the unanimous opinion of all present that the good work of the association was accountable for the present pleasant and friendly relations between dealers and jobbers.

The past year's business has been very satisfactory, and this year promises to prove a great deal better. The only trouble experienced at present is getting goods.

Mr. Hazer adds a complimentary word with reference to the Hardware World, which he says is carefully studied by every hardware merchant throughout the West.

Rubber men who are qualified to hazard a prediction as to the value of the automobile tire output of the United States for 1918 estimate that it will exceed \$500,000,000. The argument is advanced that even if the normal increase in new cars is only half as great as that of last year, and one of every five cars now in use withdrawn, the number of tires needed will still be in excess of 1917.

Some time ago the Teton Commercial Company, Cut Bank, Mont., sold their hardware stock to the Cut Bank Commercial Company of the same place. R. C. Rasmussen, the proprietor, has purchased the Torrens hardware stock at Coeur d'Alene, Idaho, formerly known as the Lake City Hardware Company, and expects to continue it.

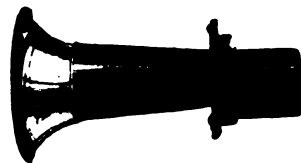
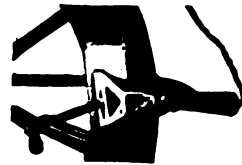
A LINE OF Automobile Sundries



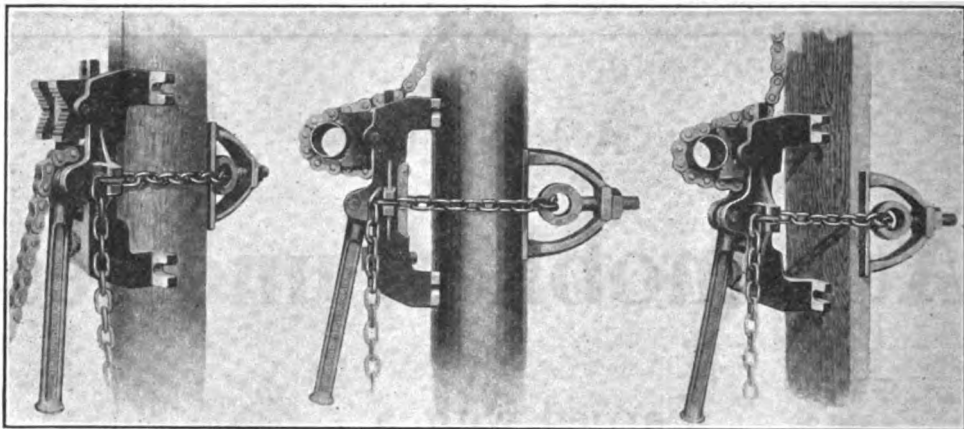
Carried with a hardware stock, sells readily and opens up a new and fast-growing field for the hardware merchant.



We are in position to supply a long line of strictly standard, first class Automobile Supplies and Sundries. Include them with your hardware shipments.



Dunham, Carrigan & Hayden Co.
SAN FRANCISCO



THE CHAINGRIP PIPE VISE

The Chaingrip Pipe Vise is a simple, portable vise, which can be moved from one location and mounted at another in a moment's time. It eliminates long walks to the distant bench vise by always being right at hand. It fastens to any kind of a horizontal or vertical support, whether round, square or flat, without the use of bolts. It locks any size pipe or conduit within its limits by the slight push of a lever. No previous adjustment is necessary. Hence it saves labor and effort, both by its portability and instantaneous operation.

The base support of the Chaingrip is squared out in the form of an inverted V, at the sides of which are bolt lug feet, to be used only in case the vise is to be permanently bolted in one position. Hence it will conform to a round, square or flat surface. A clamp support on the opposite side of the column is a part of the Chaingrip equipment. It is a bell section shape, having a boss at the top, through which a threaded supporting eye bolt passes free. A heavy nut resting on the top of the boss, and engaging the threaded eye bolt, adjusts the tension of the chain passing through the eye of the eye bolt. The base of the clamp support is squared out in a manner similar to the vise base, in such a way that it fits the same shaped surfaces.

A heavy wrought iron chain is riveted on one side of the vise base. It passes around the supporting column, through the eye of the eye bolt in the clamp support, and thence to the other side of the vise base, a link being held securely in position in a socket. Tightening of the eye bolt nut tightens the supporting chain and holds the vise rigidly in position.

The Chaingrip Vise locks a pipe or conduit firmly between a double set of steel pipe jaws on one side and a heavy close linked steel chain on the other. The locking motion is accomplished by the movement of the handle toward the vise. This handle fulcrums on a steel pin, which projects through two bosses, one on either side of the frame of the vise. Directly beneath this fulcrum point the handle takes the shape of a cam, which in turn operates against a movable horizontal bar. To one end of this bar is riveted the steel gripping chain which passes around the pipe or conduit, and locks in a steel socket. The other end, or fulcrum point, of the bar is supported by a threaded bolt, the enlarged, knurled head of which rests upon a boss on the base of the vise. Rotation of the head of the bolt raises or lowers the fulcrum point of the bar, and forms an adjustment of pressure exerted by the other end of the bar on the gripping chain when the handle of the vise is in a locked position—i. e., when it is at the end of its travel toward the vise, and the largest radius of the cam is directly beneath the fulcrum point of the handle support.

Every part of the Chaingrip is carefully designed for maximum stress. Heavy malleable iron castings form the base and clamp support. Open hearth steel is used in the jaws, grip chain socket and grip chain.

Each Chaingrip Vise is packed separately in a neat, strong box. An attractive label immediately identifies the size of the vise.

The Gerolo Manufacturing Company, Old Colony Building, Chicago, are the manufacturers.

EVER LASTING AIR HOSE

The Chicago Tubing & Braiding Co. manufacture an air hose for use on air compressors and air.

This is said to be the best and most economical hose ever used for such purposes.

Owing to the nature of the service this hose is put to hardest kind of usage and test in making. It is constructed with treated heavy double cotton jacket wound on high grade air hose, which will not kink or buckle. This Ever Lasting Air Hose is not injured by being run over, and can be furnished complete with fittings, if desired, in both 25 and 50-foot lengths.

They will be glad to give full information to any of our readers upon request.

Two Irish recruits were given rifles and places in the trenches and told by their captain they would be given five shillings for every German they killed. Pat slept while Mike kept watch. Suddenly Mike yelled at Pat that the Germans were coming.

"How many of them are there?" Pat asked.

"About fifty thousand," said Mike.

"Give me my gun," said Pat. "Here's where I make a fortune."

"Now, see here!" said the lawyer. "Before I take your case I want to know if you're guilty."

"Am I guilty?" replied the prisoner. "Wot d'yer s'pose? D'yer think I'd hire the most expensive lawyer in town if I was innocent?"



AN IDAHO HUNTING DISPLAY

Al Herboth, of the John Hoehne Hardware Co., Cottonwood, Idaho, knows how to give a personal touch to the window displays which they make.

Here is a recent display that was very effective. The cloth in the background was green, which gave it an outdoor appearance, and the sales that resulted from this window display justified them a hundred times over for the trouble they went to in installing it.

While Cottonwood is not a large town, the people in their vicinity for twenty miles around make it a point to see what John Hoehne Hardware Co. has displayed in their windows, and when they come to see the display there is a compelling influence that never lets them leave until they buy.

SCHROETER'S No. 150 "HOME" CHERRY STONER

Removes the stone without crushing the cherry, works fast, is self-feeding. Operated by natural movement of the hand, has removable hopper, nothing to wear, easily cleaned. It is indispensable for use in the home, restaurant, hotels, bakeries, candy kitchens and canneries. Height 10½ in. ches, length 9½ in., width 3 in. Finished in baked blue enamel. One each in cardboard box. Weight per doz. in shipping case, 30 lbs. Retail Price, Each 75c.



Retail
\$1.50

Schroeter's No. 10 Rotary Grater

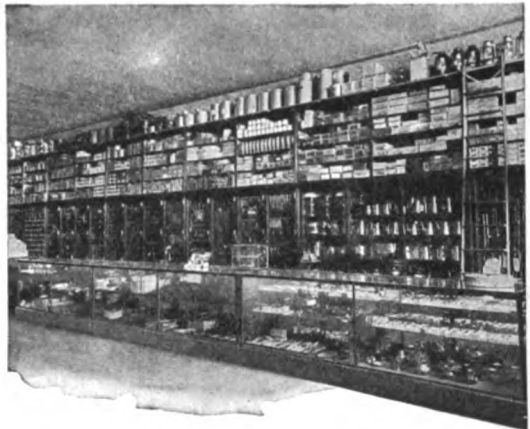
Will grate Horseradish, Cocoanuts, Potatoes, Cheese, Bread, Crackers, Turnips and Vegetables of all kinds. This grater is being sold to hotels, meat markets, lunch stands, restaurants, bakeries, confectioneries and private families. Size—13 inches over all. Finish—Turquoise, blue, enamel.

Weight, boxed, 3¼ lbs. If interested write for dealers' prices and catalog showing 6 larger size Grating Machines, The "Home" Nut Cracker, "Roast-Defender" Target Cannon.

Rapid
Grate

Furniture
and
Brass Polish

Catalog also contains 45 good recipes for the housewife
SCHROETER BROS. HARDWARE CO., Mfg. Dept., Manufacturers and Patentees
717 and 719 Washington Ave., St. Louis, Mo., U. S. A.



If you are Building a New Store or Remodeling your Old One

It will pay you to investigate the line of "Duluth" Sectional Hardware Store Fixtures. Any arrangement of Sectional Cabinets or Bases can be made to fit every purse and every stock of merchandise. Whether your store is large or small, we can equip it at a small investment.

Write for our Catalog No. 10E
The largest, finest and most complete catalog of hardware shelving

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

HOW ADVERTISING LOWERS COST

(By John Sullivan)

The old idea that the cost of advertising raises prices die hard.

But the modern, intelligent, business man knows better. He knows that selling goods is costly business — no matter what the goods or what the selling methods. He knows that anything which creates demand on a large scale, and thus makes selling easier, is bound to reduce selling costs and thus helps to reduce prices.

But an ounce of evidence is worth sixteen pounds of theory. We have taken great pains to collect the following facts.

Examples of Price Reduction.

We have obtained an immense amount of data. This data absolutely demonstrates, beyond the shadow of a doubt, that National Advertising does reduce selling costs and thus tends to reduce the selling price of advertised goods. Let me quote a few examples.

The makers of a famous photographic camera, when they began advertising twenty-eight years ago, made one camera which took a 2½-inch picture and which sold at \$25.

Today they make a far better better camera which sells for \$10.

Another which took a 4x5 picture sold for \$60. Today they sell a far better one for \$20. And so on through the line.

A prominent hat manufacturer has, by means of Advertising, reduced his selling cost seven cents per hat. Result—the buyer gets a hat of better quality at no increase in price; this despite increased cost of raw material and workmanship.

Breakfast Foods Cost Less.

When the manufacturer of a famous breakfast food specialty began advertising his goods sold at 15 cents a package.

Today the package is 50 per cent larger and the price has been reduced to 10 cents. Again Advertising did it, the same causes producing the same results.

The producer of another well-known food specialty is selling his goods at 25 per cent less to the wholesale grocery trade than four years ago.

Twenty years ago a Nationally advertised shaving stick was sold in a cheap metal leatherette covered box. Today a stick containing 20 per cent more soap is sold in a handsome nickel box at the same price.

Evidence in Auto Business.

Then take the most conspicuous example of them all—the Automobile business and compare the \$5,000 or \$10,000 cars of ten years ago with the equally good cars of today selling for a fraction of the money.

And so on through a long list. In every case, the manufacturer either has been able

Polish Your Car WITH Crystal-lac

Crystal-lac is a quick cleaner and polisher, which removes all grease, dirt and previous polish, leaving a mirror-like surface with an aristocratic luster.

Out this out and mail to Crystal-lac Dist. Co.,
Please send me FREE sample of
CRYSTAL-LAC POLISH.

SHAKE THOROUGHLY

FOR AUTOMOBILES -
PIANOS - FURNITURE -
INSIDE FINISH -
VARNISHED OR ENAMELED
SURFACES - HARDWOOD
FLOORS ETC.



Look for this label

Crystal-lac is a mechanical cleaner and polisher, therefore harmless; contains no acid, alcohol, alkali or any substance harmful to the finest luster. **Send for free sample.**

to lower the price or improve the quality at no increase in price.

How has he done it? By means of advertising which has created demand on a larger scale and thus permitted production on a larger scale.

Result, improved manufacturing efficiency and reduced selling costs. And all of this in the face of a steady increase in the cost of labor and raw materials which, with Advertising eliminated, might in many cases have doubled the price of the goods.

"A triumph of economical marketing" is the only possible verdict for advertising in the face of these FACTS.

McGRAW ORGANIZATION ITEMS.

The McGraw Tire & Rubber Company organization changes recently effected are as follows:

R. G. Nelson has been appointed Pacific Coast District Manager. W. E. Palmer has been promoted to Manager Service Department, succeeding J. E. O'Hara, resigned.

The McGraw Tire & Rubber Company's Board of Directors ratified the following appointments:

R. E. Hayslett to be Assistant Treasurer, with H. B. Callahan as Assistant. Robert Chaplow will be Production Superintendent. Former Traffic Manager A. C. Redman is appointed Industrial Manager.

E. T. Smith & Son, Ponca, Okla., have succeeded J. T. Myatt.

Olaf Lee has sold his business at Watford City, N. D., to Boe Bros.

Morris Leonard has succeeded Duncan & Leonard at Anadarko, Okla.

Dean Hardware Co., Lovington, N. M., is erecting a new building for their stock.

The Hillery Hardware Co., Ryan, Okla., are successors to the Gwaltney Underwood Co.

Denson & Son, Davenport, Wash., have purchased the interest in the business of R. P. Cassells.

Eckel White & Co., Shelby, Mont., is the new firm name of the business formerly conducted by Eckel & Swanson.

E. P. Boggess is having erected for him at Pomona a new building which will be occupied by him as soon as completed.

The W. A. Talliaferro Hardware Co., Elmore, Okla., has taken over the implement and hardware stock of J. A. Bristol.

The Ashmoor Mercantile Co., Ashmoor, Mont., has been incorporated with a capital stock of \$25,000, and they will handle hardware and implements.

"SOUND" DEALERS MEET

A number of the retail hardware dealers from the "Sound" were present at a meeting of the Retail Hardware Dealers' Club at Auburn, Wash., February 1st.

The Cavanaugh Hardware Company were hosts to the other members at a banquet, following which a regular business meeting was held.

Interesting reports were received from members who had been present at the hardware convention in Spokane, and one of the most important matters discussed was the opening and closing hours for hardware stores, the conclusion being that the best interests of the country would be served by the early opening and late closing of the stores which serve the farming community.

WHEN IT DOES PAY

Much of the fault that is found with local advertising can be traced back to the fact that at one time the fault finder placed a two-inch single-column advertisement in the local newspaper and then expected the people to come in and take the goods away from him.

That is like trying to pull off a Fourth of July celebration with one skyrocket. It is fine while it lasts, but it don't last long.

Advertising in local newspapers is profitable to local business men when it is done correctly and run continuously.

"NO-LEAK-O"



Write for Booklet W.

Have You a Motor?

LOOK! See that groove controlling the oil! The groove full of oil forms a dam. Gas cannot get down, surplus cannot get up. That's why motor has more power, no carbon. ISN'T THAT A REASON!

Ford size and under 50 cts.

AUTOMOBILE ACCESSORIES CO., Baltimore, Md.



IT'S TOUGH

DURABLE AND DEPENDABLE
Special Sets for FORDS

Get Our Prices

STAYBESTOS MFG. CO.
5516 Lena Street, Germantown, Phila.



made clean and bright with one operation. Every household needs it.

There's a good profit for every merchant.

For special introductory offer to dealers write

THE CEDARWAX CO.
1123 Story Building Los Angeles, Calif.

New Goods and Specialties

COMBINATION GARDEN TOOL

The New York Stamping Co., Brooklyn, N. Y., is calling attention to their combination trowel, hoe, weeder and turf trimmer, which is attachable to one common handle by a simple twist of the wrist.

This is a new idea in garden tools, combining compactness and efficiency. The tools are made of the finest steel, and in view of the movement for better and more efficient tools these goods are sure to be in increased demand throughout the season.

The New York Stamping Co. or any of their jobbing connections will be glad to give full information to any of our readers upon request.

Pacific Coast inquiries may be addressed to W. P. Horn Co., Rialto Building, San Francisco, Cal.

ARMSTRONG LINOLEUM PATTERN BOOK FOR 1918.

The Linoleum Department of the Armstrong Cork Company, Lancaster, Pa., cite many instances of hardware merchants handling linoleum with profit and satisfaction.

As the Webster-Case Hardware Company say, "they are selling linoleum because there is a profit in it," just as the hardware dealers sell stoves and other household equipment, so there is always a demand for similar lines to go with whatever they are already selling.

H. ROTH & SONS

1030 - 1032 Mission Street

Jobbers of

Hardware

and

Household Specialties

Machinery

and

Miscellaneous Merchandise

Will be Located in Our New Building in Course of Construction at

942-944-946 Mission Street
San Francisco, Cal.

May 1st

We Invite Correspondence and Visits from the Trade

The Armstrong Cork Company will be glad to give full information to any of our readers, and their methods of cooperation makes the line a desirable one to handle.

TRINER LIBERTY PARCEL POST SCALE



The Triner Scale Mfg. Co., Chicago, has placed on the market a new Liberty Parcel Post Scale with an indicator showing the amount of postage in regular stamps and additional amount required in war stamps.

This is a valuable feature in connection with this scale, as it saves work and prevents inaccuracy in

computing postage required by the new revenue bill. There is sure to be a demand for this parcel post scale.

They are made only in twenty-pound capacity, but are furnished in black enamel finish, glass front, steel top. List price \$3.50 each. Tile top can be had for 25 cents additional.

Blue enamel finish, glass front, tile top, list at \$4.00 each.

The leading jobbers throughout the country stock the Triner Scale, and for the convenience of their trade in the West any one wishing may obtain information from their Pacific Coast representative, W. P. Horn Co., San Francisco, Portland or Los Angeles. Jobbers in the West carry their complete line and can fill all orders promptly.

The Crescent Tool Company is preparing plans for a power station and concrete coal storage bins, and will shortly be in the market for one one-thousand K. W. Steam Turbine Generator and set of boilers. Also 1500 HP. gas producer for supplying gas engines, forges and furnaces.

"HARDWARE WORLD" UNIVERSALLY READ.

While the hardware business might be improved somewhat, I tell you I certainly don't see how the "Hardware World" could be.

I read the "Hardware World" from cover to cover, and then I give it to my son to read, so that you are doing splendid work.

It is certainly a publication that is alive and up to the situation, and I am glad to know it is so universally read.

JOHN WINDISHAR.



CHICAGO FLEXIBLE SHAFT CO.'S NEW FACTORY

The Chicago Flexible Shaft Co. is taking much pride in now being installed in their new factory, which is located at the intersection of Twelfth street and Central avenue, Chicago, on the B. & O. Terminal Railway.

This building is of the saw-tooth type and is built throughout of concrete, brick and steel, the factory being approximately 600 feet long by 300 feet wide.

It is equipped with every modern facility in the way of machinery, experimental department, etc., for maintaining their long standing reputation for the high quality of their products.

There is a 400-foot shipping and receiving platform alongside of their factory with a railroad siding the full length, where a large number of cars can be handled at one time. Electric power is used throughout.

There is not a civilized country in the world where the products of the Chicago Flexible Shaft Co. are not known and valued, maintaining as they do branches and sales offices in New York, London, Sydney, their products being sold by various jobbing institutions throughout the country.

Their office occupies a space on the Twelfth street frontage and is 300 feet long by 32 feet wide.

They extend an invitation to our readers to visit them when in Chicago.

The Marine Hardware Co. has purchased a building at San Pedro, Cal.

The McIntosh Hardware Co., Kalispell, Mont., will handle a line of motor trucks and automobiles.

The Buckley Hardware, Buckley, Wash., was recently burglarized of a quantity of firearms and ammunition.

Reynolds Bros., Buhl, Idaho, have purchased the Hansen Implement Co. at Burley, Idaho, and will continue it as a branch house.

Clarence Wootten of the Kerman Hardware Store has recently purchased a stock in Dinuba, Cal., and will continue the Dinuba Hardware Co.

Plans for the erection of a new brick store building for the Bend Hardware Co. are being prepared, and it is expected that Mr. Dement will begin the erection soon.

John D. Reavis, of Brawley, Cal., is opening a branch store at Calipatria, where they will handle a full line of farming implements. The location will be in the garage of Chas. Carrol.

BARTLETT PRUNING TOOLS AND HOSE CLAMP

The Bartlett Mfg. Co., Detroit, Mich., is calling attention to their well known line of mechanics' snips and pruning tools, and will be glad to send catalog with descriptive matter to any of our readers upon request.

The Bartlett Pruners and Tree Trimmers are adapted for every purpose, being made in a variety of sizes and styles.

They have had the benefit of the suggestions and ideas of the most expert horticulturists and fruit growers in featuring their line of pruning tools and tree trimmers, hence offer them to the trade knowing they will prove highly satisfactory.

In addition to their line of pruning tools they make the Bartlett hose clamp. This being a one-piece hose clamp with features about it that appeal to every one having use for such an article.

One of its superiority claims is that it is perfectly round and will retain that shape. It has an equal bearing surface all around the hose, draws equally from both sides of the bolt, and can be opened and closed without injury.

Buckling is prevented by wide bearing under bolt, no tongue to catch when assembling, and the hose clamps will not cut the hose.

They will be glad to give full information to any of our readers who write them.

F. C. LeDerer, Wellington, Texas, reports an excellent trade during the past year and expects to do even a better business in 1918.

Schad & Pulty, Gainsville, Texas, who have been engaged in the business for many years, report a splendid prospect.

Petty & Gardner, Hollis, Okla., report a very satisfactory year's business, and expect 1918 will prove one of the best years they have had.

Clarksville Hardware Co., Clarksville, Texas, who do a considerable business in implements as well as hardware, expects a banner year during 1918.

Weatherby & Bryan, Hubbard, Texas, who have been established for many years, report a splendid outlook and report an increase in trade during 1918.

J. C. Holbrook, of Springfield, Ore., has sold his hardware stock to D. L. Webster, of Alpine. The stock has been moved to Alpine where Mr. Webster also operates a general merchandise store.

REVISING SPORTING POWDER SELLING PLANS

Practically every known staple commodity has had to undergo readjustments in sales or manufacturing methods, or both, due to the abnormal conditions brought about by the war, and shotgun powders for sporting purposes are no exception.

In colonial days, black sporting powder was as "staple as salt," and sold almost as universally. On the frontiers, powder and ball were found on the shelves of every dealer in hardware and general merchandise. The demand was general and to suit varying individual requirements powder manufacturers supplied their goods in a range of packages that was calculated to suit every need, taste and purse.

Packages containing a quarter-pound, half-pound, pound, six and a quarter pounds, twelve and a half pounds and twenty-five pounds of black sporting powder eventually became standardized and have been sold by all manufacturers ever since. When smokeless shotgun powders made their appearance they were sold in packages containing one pound, six and one-quarter pounds, twelve and one-half pounds, twenty-five pounds and fifty pounds. Smokeless powders are sold by the "bulk" pound, which, while weighing less than an avoirdupois pound, will load as many shells with a similar charge as will sixteen ounces of black sporting powder.

Powder manufacturers have had many occasions to worry since the war began over the increasing cost of labor, machinery and materials. But no one phase of their business has given them more food for thought than the packages in which their goods are sold. The concerns who supplied the packages found tin, coloring material, labor, etc., all increasing many fold in price, and the powder interests had to stand the raises, in many cases making the purchases of sporting powder containers almost prohibitive.

The Du Pont Company, in order to standardize the general trade sporting powder packages insofar as it is concerned, announces that after a thorough investigation, and in order to effect economies for its customers in carrying on their business, several changes will be made in its line of sporting powder packages.

For convenience and comparison, the old as well as the new list of sporting powder packages are listed:

Black Sporting Powder Packages

| New List | Old List |
|---|--|
| Kegs 25 lbs. | Kegs 25 lbs. |
| $\frac{1}{4}$ kegs. 6 $\frac{1}{4}$ lbs. | $\frac{1}{4}$ kegs. 12 $\frac{1}{2}$ lbs. |
| 1-lb. cans. 16 ozs. | $\frac{1}{4}$ kegs. 6 $\frac{1}{4}$ lbs. |
| | 1-lb. cans. 16 oz. |
| | $\frac{1}{2}$ -lb. 8 oz. |
| | $\frac{1}{4}$ -lb. cans. 4 oz. |

Bulk Smokeless Shotgun Powder Packages

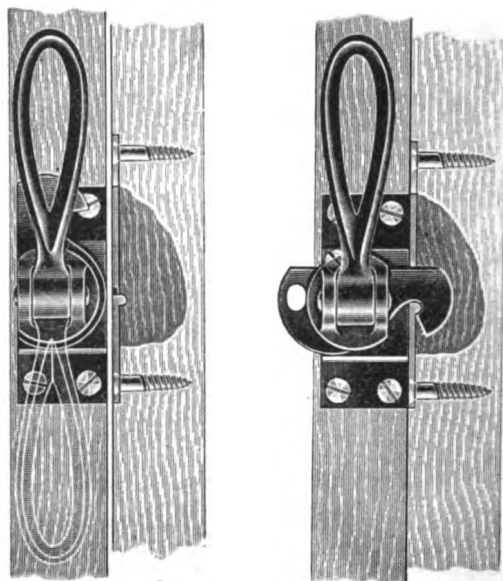
| New List | Old List |
|---|--|
| Kegs 25 lbs. | Drums 50 lbs. |
| $\frac{1}{4}$ kegs. 6 $\frac{1}{4}$ lbs. | Kegs 25 lbs. |
| 1-lb. cans. 1 lb. | $\frac{1}{2}$ kegs. 12 $\frac{1}{2}$ lbs. |
| | $\frac{1}{4}$ kegs. 6 $\frac{1}{4}$ lbs. |
| | 1-lb. cans. 1 lb. |

Dense Smokeless Shotgun Powder Packages

| New List | Old List |
|---------------------------|--|
| 10 can drums 10 lbs. | Drums 50 lbs. |
| 1 lb. cans. 1 lb. | Kegs 25 lbs. |
| | $\frac{1}{2}$ kegs. 12 $\frac{1}{2}$ lbs. |
| | $\frac{1}{4}$ kegs. 6 $\frac{1}{4}$ lbs. |
| | 10 can drums 10 lbs. |
| | 1 lb. cans. 1 lb. |

In eliminating from its list certain packages in which sporting powders are sold, the Du Pont Company is retaining those which are still the most popular and discarding the ones for which there was the least call. The increased efficiency arrived at in manufacturing, handling and storing will effect econ-

omies beneficial to every dealer and consumer of sporting powders which will become more pronounced as time goes on. This announcement of the Du Pont Company of its intention to place its general trade sporting powder business on a "war footing" is the first of its kind from any powder manufacturer, but will doubtless be generally approved, as it makes for standardization on a more efficient and economical basis.



A.-P. DRAWTITE DOOR BOLT

Allith-Prouty Company, Danville, Ill., are placing on the market their No. 396 Improved Drawtite Door Bolt, which they claim is the only one of the kind on the market. Its popularity is attested, as it has only been recently that they have been able to supply the demand.

It is made of malleable iron and arranged for attaching to end of single, double or parallel doors.

It draws the doors tight together or against the building, making them waterproof.

When desired an ordinary padlock may be locked through hole shown in the draw-plate, thus preventing operation of bolt and insuring protection against theft and trespassing. Bolt cannot be removed when locked, as it is securely held by invisible screw, as shown by phantom in illustration.

Packed one bolt in box with catch and screws ready to apply.

Allith-Prouty Company will be glad to give full information to any of our readers upon request.

The Edna Implement Co. are successors to Lombe & Son at Edna, Kan.

H. M. Peterson and Frederick Bolke are successors to the Taylor Hardware Co. at Taylor, N. D.

J. R. Weldon has succeeded C. T. Williams Supply Co. in the hardware and implement business at Wakita, Okla.

William Snyder has purchased the hardware and implement business of Theodore Guthrie at Syracuse, Neb.

Honeyman Hardware Company

ISSUES OF

HARDWARE

General Catalogue No. 8

| DEPARTMENT | PAGES |
|------------------------|---------|
| GENERAL HARDWARE | 1-178 |
| MECHANICAL TOOLS | 179-229 |
| BUILDERS' HARDWARE | 230-443 |
| HOUSE FURNISHING GOODS | 444-613 |
| TINNERS' TOOLS | 614-622 |
| CUTLERY | 623-626 |
| SPORTING GOODS | 627-726 |
| ATHLETIC GOODS | 727-822 |
| FISHING TACKLE | 823-826 |

Main Office and Warehouse

Black and Hoyt Bldg.

Retail Department

Fourth and Alder Bldg.

Portland, Oregon. U. S. A.

A CATALOG AND PRICE LIST THAT IS DIFFERENT

The Honeyman Hardware Co. has recently issued their new catalog No. 8, which is complete in every particular, embracing their line of general hardware, mechanics' tools, builders' hardware, house furnishings, tinner's tools, cutlery, sporting goods, athletic goods, fishing tackle.

Prices Guaranteed

Supplemental to this catalog is their confidential price list No. 1, for dealers' use only. This price list is somewhat out of the ordinary in that they protect their customers who send in mail orders against any changes in prices until later information or change in price is sent them.

As far as we know they are the only house that guarantees to protect merchants against market changes in prices to this extent.

While they say that the plan has caused them a considerable loss of profit, as markets are changing frequently, and it doubtless involves a lot of work and expense for upkeep, they believe that the benefit derived by the customer, and the support which they are obtaining, justifies them in their efforts.

The "Cash With Order" Prices

Which are a feature of this new price list is likewise a principle which they believe is becoming more and more recognized as a sound principle on which to base prices to compete with mail order houses. That their customers are using this to a continually increasing extent justifies them to still further increase their efforts along this line.

As any jobbing institution knows, to issue a catalog during these strenuous days is a serious matter, but the catalog is somewhat unique in that they use smaller electros and condense the description matter thereby making it possible to reproduce a more convenient sized book than the usual jobber's catalog.

Know the Goods That Sell

The experience gained in their retail business enables them to keep in touch with the consumer, thus

giving them the opportunity of determining which goods move and which do not, as well as which are the most profitable for the retail merchant to handle.

This is a feature that is often overlooked. Testing out the new goods with their retail salesmen is of course a valuable factor in helping them determine just what goods should appear in their trade catalog and what should not.

They will be glad to send a copy of this catalog to any of our readers upon request.

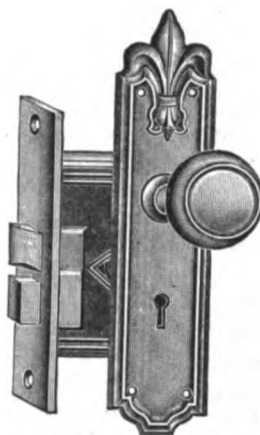
INCREASING DEMAND FOR DRAG SAWS.

R. M. Wade & Co., of Portland, Ore., are having much success with their Wade Drag Saw, and offering a special dealer proposition for this Drag Saw, which has proven a big seller in every part of the United States.

So great has been the demand for this Drag Saw wherever introduced that the factory is working overtime.

They will be glad to give full information to our readers upon request.

NEW MAJESTIC DESIGN



Russell & Erwin Mfg. Co. are taking much pride in their new Majestic design of builders' hardware, which is furnished only in wrought brass and steel, and cannot be furnished in any bronze finishes.

This is a very unusual and attractive design, the ornamentation in high relief being fully brought out in the finishes.

This is an especially attractive, moderate priced design of Russwin quality, and they or their jobbing houses, or branch sales houses, in New York, San Francisco and Chicago, will

be glad to give full information to any of our readers upon request.

J. O. Hotchkiss has succeeded J. S. Hill in the implement business at Shelby, Neb.

The Tyner Hardware Co., Kirkland, Texas, has been increasing their stock in anticipation of a busy season.

The Lancaster Hardware Co., Lancaster, Texas, has had a very satisfactory year during 1917, and is preparing for even a better one in 1918.

T. J. Taylor & Co., Bartrum, Texas, report an increasing demand for goods in all lines, and expect to keep busy during 1918.

E. J. Teller & Son, Henderson, Texas, report a splendid year in 1917. They have materially increased their stock and are expecting a large trade during 1918.

Smith-Moore-Williams Co., Bonheim, Texas, say it pays them to handle goods they can guarantee to their customers. They report a continued increase in trade.

MAKE HOME CANNING EASY

This is the title of an interesting folder issued by the Handy Mfg. Co., Chicago and Seattle, featuring their Handy Fruit Jar Holders, which enables the housewife or cook to cook the fruit in the jars.

The demand for these handy fruit jar holders has increased to such an extent that an additional factory has been constructed at Chicago in order to take care of their trade throughout the Mississippi Valley and the East, their Seattle, Wash., factory taking care of their trade in the Far West and on the Pacific Coast. There is nothing similar to these handy fruit jar holders at anything like the price, selling at 10c each or a set of six for 60c.

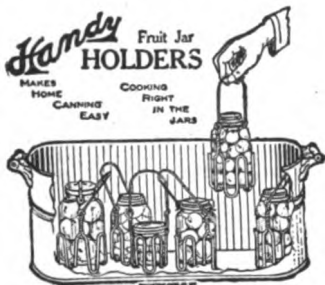
Their uses are so varied there is a demand in every family for them. They can not only be used to cook all kinds of vegetables, but also may be used for cooking meat, stew, soups, fish, etc.

The handy fruit jar holders are made in one size only, but will fit pint, quart and half gallon jars of any make.

There will be an increasing demand for these handy fruit jar holders and merchants will find them ready sellers.

They carry a good profit for the retail dealers, and need only to be displayed to make sales.

Full information and descriptive matter, prices and discounts may be obtained by addressing the Handy Mfg. Co., Chicago, 208 Wabash Ave., or 504 Maritime Building, Seattle, Wash.



A WHOLESALE SALE.

The Heyman-Weil Co. are calling attention of the dealers on the Pacific Coast to their wholesale sale, which begins on the first of March.

They have purchased the stocks of a number of wholesale houses and are discontinuing a number of lines carried, hence are in position to offer exceptional prices to merchants in closing out these lines.

They invite correspondence or visits from the trade.

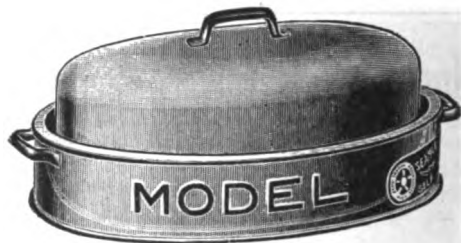
W. F. Wendt, president of the Buffalo Forge Co., has been spending the winter in Los Angeles, and is at present making his headquarters at the Jonathan Club, Los Angeles.

The Temple Hardware Co., Temple, Okla., is anticipating a banner year.

The Manley Hardware Co., Harvard, Ill., who also handles implements, reports a most excellent outlook.

Parker Austin Hardware Co., Bryan, Texas, who are important factors in the trade in their vicinity, had an excellent year's business and expect 1918 to be even better.

The Napier Implement Co., Vernon, Texas, who have been in business only a short time, report the business even better than they expected and the outlook quite excellent.



STERLING GRAY ENAMELED SEAMLESS FOOD COOKERS

We are showing an illustration of the Sterling Gray Enamel Seamless Food Cooker, manufactured by the Central Stamping Co., New York, which is sold quite extensively throughout the country by jobbers.

The illustration shown is with the two side handles instead of bail. There have been calls for this article repeatedly from customers desiring it made in this way, and following their request the Central Stamping Co. has gotten out an article which has met with instant success.

When the Central Stamping Co. place their name and trade mark on any product it is evidence of its quality. Any of their jobbing or sales connections will be glad to give full information to any of our readers upon request.

NEW AUTO AND FURNITURE POLISH.

A new polish for furniture, hardwood floors, automobiles, woodwork and all finished surfaces is being put on the market by the Se-Lo Chemical Company of Toledo, Ohio. It is known as Se-Lo. W. B. Hankins, of Toledo, is developing the selling plans which should indicate a sound selling policy.

Se-Lo, containing no water, turpentine or other harmful ingredients, is said to be much different from other polishes. The claim made for it is its absolute purity which eliminates all danger of injury to the most delicate finishes.

It is made according to the formula of a specialist in finished surfaces who has used it for years in his work with great success before placing it on the market.

Se-Lo gives a long lasting life to finishes. It adds no false lustre but restores the original finish—a feat which makes it adaptable for use on all surfaces.

A very strong claim is made for Se-Lo in cleaning and polishing automobiles.

Se-Lo is put up in 4 and 12-ounce bottles, also quarts and gallons.

The Russell-Whitener Implement Co. are successors to the Sikeston Mercantile & Implement Co. and Farmers Supply Co., at Sikeston, Mo., and the J. P. Heggie Implement Co., of Charleston, and the Essex Implement Co., of Essex.

FINEST TRADE JOURNAL EVER READ.

Allow us to congratulate you on the "Hardware World." Without hesitation I can say it is the finest trade journal that I have ever had the pleasure of reading.

It is with pleasure we enclose remittance covering our subscription, and we will be pleased to receive same monthly.

WILLIAM P. KELLAND,
Manufacturers' Agent and Hardware Factor,
London, England.

UNIVERSAL BUTTER MERGER.

Landers, Frary & Clark are calling attention to their Universal Butter Merger and Family Churn, which as might be expected represents the latest word in such an article, and a butter merger that merchants can recommend to their customers with every confidence that it will do everything claimed for it.

This Butter Merger is not to be confused with cheaply constructed articles, passing under the same name, and which are cheap both in construction and price, in fact, too cheap to be of lasting value.

This Butter Merger operates much more conveniently by turning the handle.

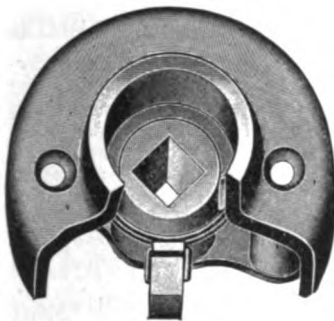
When Landers, Frary & Clark place their name and trademark upon an article it is evidence of its merits.

They or any of their jobbing connections will be glad to give full information to any of our readers.

CLASSIFIED

"I see Hiram is sparkin' up to that purty young postmistress, but she don't seem ter think much of him."

"No, she looks upon him as second-class male matter, I reckon."



Russell & Erwin are placing on the market a Combined Rose and Auxiliary Spring, which is designed for use with lever handles, the heavy spring concealed within the rose supplementing the hub spring in the lock, holding the lever firmly in position and giving snappy action.

The heavy lever handles now in use require this additional spring power which is now furnished in this compact and unobtainable style. Auxiliary springs are also furnished for use with combined escutcheons and roses.

Russell & Erwin Manufacturing Company, or their branches in New York, Chicago or San Francisco, or their jobbing connections will be glad to give full information to any of our readers upon request.

MORE GOOD OUT OF "HARDWARE WORLD" THAN ALL THE REST.

We take this opportunity of expressing our appreciation of your magazine. We have been taking System and the Hardware Dealers Magazine, one \$2.00 per year and the other \$1.50 per year, and we have cut out all but the "Hardware World" as we get more good out of it than we did of the other two.

Very truly yours,
SMITH & HAMILTON, Washington.

DICK SMITH NAIL STRIPPER.



is an article that has found much favor not only with mechanics, but with canners, packers, fruit growers, and in fact everywhere nails are used to any extent.

Sash and door companies are using them extensively and in the packing department of manufacturers, jobbers and dealers they are in daily use.

This little machine is self-feeding as well as adjustable, and heads any size nail from 2d to 10d. It is constructed of the best material, and when closed they resemble a small suitcase measuring 5x10x19 inches.

Dick Smith of 1738 West Fifty-first Place, Los Angeles, or any Western jobber will be glad to give full information to any of our readers upon request.

PARKER SASH CHAIN.

Parker Sash Chain put up in spools of 500 ft. has gained favor amongst many users, the method of manufacture being such as to give the greatest tensile strength, links being punched lengthwise with the grain.

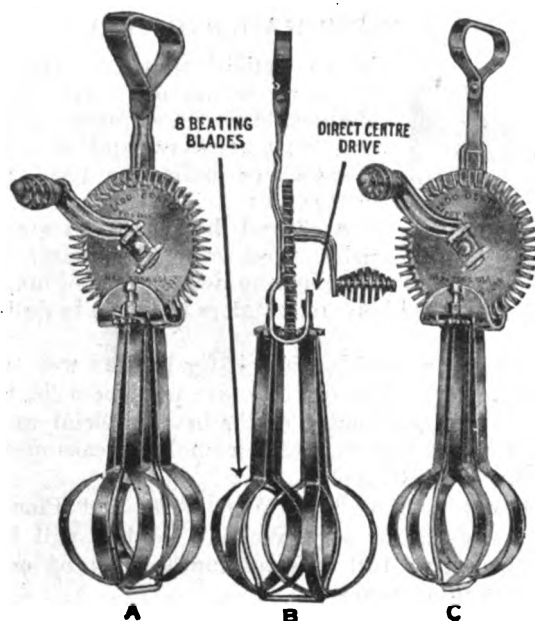
The Parker Supply Co. of 784 East 135th St., New York, will be glad to send sample cards and give full information to our readers upon request.



At the Indianapolis Hardware Convention the Frantz Mfg. Co. had an interesting display.

Their representatives were always on the job and if there was anyone who left Indianapolis without knowing the merits of their line, it was not the fault of their representatives.

The "HARDWARE WORLD" representative enjoyed the selling talk of their representative as well as everyone else.



LADD ALL-STEEL BEATERS.

The United Royalties Corporation is having much success with their Ladd All-Steel Beaters, in which no wood or cast iron is used.

Of course they outlast a half dozen inferior ones of cheaper material.

The profits are liberal, and their goods are sold by the leading jobbers throughout the country.

They or their sales representatives will be glad to give full information on this article, which has proven such a good trade bringer.



Packed in Dust-Proof Counter Display Box

LABOR SAVING SPECIALTIES

The Home Krafts Shops of 2473 Warren street, Toledo, Ohio, are placing on the market a number of lines, which have been tested and endorsed by economic and housekeeping institutes, and are profitable sellers wherever introduced.

One of these is a sanitary bake pan and griddle oiler, which they claim to be the only efficient method of greasing or oiling bread pans, cake pans, etc. The special wicks can be easily removed and washed, or quickly replaced by using any white fabric and without soiling one's fingers.

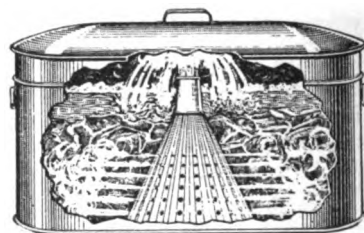
The Kut-Easy, only perfect can opener, has a safety blade guide, removable blade and highly tempered steel fulcrum, which forces the blade through the can tops without sliding back. The double blade can be quickly removed with a screw driver and used on either edge or easily sharpened. This can opener will last a lifetime.

The handles are of solid brass, heavily nicked, and the blades are of high grade saw steel. Fulcrums are of highly tempered steel.

The Safety Door Key Locks is another ready seller, retailing for 15 cents. It is adapted for use on kitchen, basement and side doors, and prevents the removal of the key and the use of skeleton keys. Front doors are usually provided with double locks, but the back and side doors are the ones generally used by thieves and are not so protected. This safety door key is easy to adjust and easy to remove.

The safety door key locks will appeal instantly to every house owner.

Full description and trade prices will be sent on request.



SIMPLEX AUTOMATIC CLOTHESWASHER

The Grabe Automatic Washer Co., 15 West Forty-fourth St., New York, has placed on the market the Simplex Automatic Clothes Washer, which they claim will simplify the housework, especially in these days of shortage of labor, and will be much in demand.

They sell this washer on the guarantee that if customers are not satisfied with it the purchase price will be refunded without any question. They offer the testimonials of a large number of users, these washers having been tested and endorsed by various economic and housekeeping institutes.

The claim is made that the Simplex will wash a whole boiler of clothes in fifteen minutes without a bit of rubbing. It thoroughly sterilizes the clothes and kills disease germs. After fifteen or twenty minutes the clothes in the boiler will be thoroughly cleansed without any wear or tear and without any rubbing.

They will be glad to give full information to any of our readers upon request.

NEW STOVE REPAIR HOUSE IN SPOKANE

Myer S. Rubens, recently engaged in business in Spokane, being formerly connected with the Spokane Stove Repairs Works for many years, severed his connection with that concern about a year ago and went into business on his own account, the name of the firm being Myer S. Rubens Stove & Repair Works.

Mr. Rubens has had extensive experience in the stove repair business. He is conveniently located at 1009 West First Ave., Spokane, Wash., and states that he is carrying a complete stock of parts for over 500,000 stoves, ranges and furnaces. He also carries a full line of nickel trimmings, which enables him to fill orders promptly.

He guarantees prompt, efficient service and courtesy, and says he is in excellent position to take care of any business.

They recently installed an acetylene welding outfit, which is a wonderful help in enabling them to weld broken machinery, pumps, castings of every description, thus saving a great deal of time and labor.

He will be glad to forward a handy duplicating order book, which is most convenient in ordering stove repairs, and gives full information for ordering.

Our readers in the territory tributary to Spokane will do well to bear this in mind.



SAM-E-KAR

Baker-Smith Company, Rialto building, San Francisco, are the selling agents for the Sam-E-Kar, which is entirely new and has recently been patented and perfected.

This is one of the most durable toys on the market, which is equipped with a driving and propelling mechanism that allows easy driving with a slight or full stroke, there being no dead center.

The Sam-E-Kar is reinforced at points where there might be a strain, which makes it durable and strong, and it will carry a man weighing up to two hundred pounds. At the same time it works so easily that a child can operate it.

It is adjustable, and can be used by children of different ages. The driving gear is made of steel of ample size, and is well hardened so it will not give any trouble. The kar is made of what is known as California white cedar, and is finished in enamel paint.

The wheels are of hard maple and are crowned on the face and dished on the sides, which insures long wearing quality and the balancing of the wheels. The wheels are also roller bearing.

They will be glad to give full information to any of our readers upon request.

The Sasakwa Hardware Co. has been incorporated at Sasakwa, Okla.

J. L. Beloit has sold his hardware business at Davis, Cal., to R. E. Chiles.

V. D. Bumgardner, Oasis, Iowa, reports a very satisfactory opening of the implement season.

Reed & Lennon, of Decorah, Iowa, reports a good season's outlook and expects to keep busy throughout the year.

SEASONABLE SELLING SPECIALTIES.

Schroeter Bros. Hardware Co., St. Louis, Mo., is calling attention to their home cherry stoner, which removes the stone without crushing the cherry.

It works fast and is self-feeding, is operated by a natural movement of the hand, has a removable hopper, nothing to wear out, is easily cleaned and is indispensable for use in homes, restaurants, hotels, bakeries and canneries.



Another article which is proving highly satisfactory and a splendid seller is their No. 10 rotary potato, almond and horseradish grater.

This is adapted for horseradish, cocoanuts, potatoes, cheese, bread, crackers, turnips and vegetables of all kinds. This grater is likewise being sold quite extensively to hotels, meat markets, lunch stands, restaurants, bakeries, confectioneries and private families.

They will be glad to send their 36-page catalog, showing these rapid selling specialties, as well as their complete line of household and hardware specialties to any of our readers upon request.

Wesley Harrison, of Bomarton, Texas, and the Webb Mercantile Co., El Campo, Texas, report a very excellent outlook in all lines.

Thomas Bliss has purchased an interest in the Bliss Mercantile Co., Lock Springs, Mo.

The Suring Hardware Co., Suring, Wis., has incorporated with a capital stock of \$20,000, and has purchased the hardware and implement business of John Dieck.

George E. Wright and H. E. Zimmerman have engaged in the hardware and implement business at Orland, Cal., under the name of the Orland Implement & Hardware Co.

The Grants Pass Hardware Co. recently held their annual election, F. S. Bramwell being elected president and general manager, James Smith vice-president and sales manager and Elmer Balsiger secretary and treasurer. They are materially adding to their stock and are planning for an active year's business.

Sedgwick Hand-Power Dumbwalters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

DISSTON'S NEW HANDSAW

It is generally conceded that the most important of the tools in a carpenter's kit are his handsaws—one for crosscutting, the other for ripping. These are absolute essentials for general work, practice having determined that each must be individually constructed, so far as the teeth are concerned, for the particular class of work it is to perform.

While this applies to general carpentry work, in these days of general work, concrete building operations, factories, bridges, etc., there is so much lumber used for forms and uprights, etc., that notwithstanding the employment of a portable circular sawing outfit, considerable handsaw work is entailed.

The work required of a handsaw on these operations is not so much for a smooth cut as for quick cutting, and may be styled "roughing out." It involves crosscutting, ripping and mitering, or cutting at an angle, which latter partakes of both crosscutting and ripping, the lumber mostly used being North Carolina pine boards one inch thick, studding, planks and joists.

Considering these facts, it will readily be seen that in the use of two saws for the work, a rip and a crosscut, considerable time is lost during the day in picking up one, then the other; again, either the rip or the crosscut saw may not be near at hand, and further, neither of these two give the highest results in sawing at an angle.

Obviously, therefore, if a single style of saw were made, with teeth specially adapted for this combination of work, one giving quick action with minimum labor, having a form of tooth easily kept in order by the average carpenter, its advantages would be readily and quickly appreciated.



This fully explains the object and purpose of the new saw now being made and marketed by Henry Disston & Sons. It is called the Disston Double Duty saw, and the enlarged illustration of a section of the tooth-edge shows the character of the combination of teeth in this saw.

The Disston Double Duty saw far excels any other pattern of saw ever put on the market for use in general construction work of all kinds, studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.

To be perfectly sure of its adaptability for the particular work in question, sample saws were made and distributed among carpenters on concrete construction work. These practical trials and tests demonstrated beyond doubt the practical utility of this style of saw and its advantages on the classes of work mentioned over the regular patterns, each of the carpenters using the saw highly commending it and expressing a desire to purchase one.

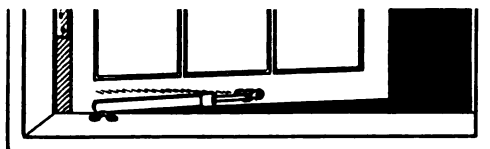
It will be noted that the tooth-edge consists of a special combination of rip and crosscut teeth, each section separated by a deep gullet.

When the saw is used for crosscutting the rip teeth act as "cleaners," that is, clearing out the kerf. In ripping there is double action; the crosscut teeth make a scoring cut on each side of the kerf, which enables the rip teeth to cut clean, with greater ease and rapidity not only in ripping, but in cutting on an angle or diagonally across the grain, which is its specialty.

The Disston Double Duty handsaw made in skew-back pattern, the blade of Disston high quality crucible steel, warranted, handle of hardwood, full pol-

ished, fastened with brass screws. Made in 26-inch length.

Those who have used this saw pronounce it the best and most practical saw they ever used for the purpose.



CORBIN'S No. 55 CASEMENT ADJUSTER

P. & F. Corbin have just placed upon the market a new casement adjuster, which is locked by friction. It consists of a $\frac{3}{8}$ -inch bronze bar telescoping in a $\frac{5}{8}$ -inch bronze tube and clasped by a fiber bushing, the clearance of the contact being governed by an enveloping knurled sleeve or ring. It is made in 10, 12 and 15-inch lengths, and can be applied to either the top or bottom of sash opening in or out and right or left hand. Its simplicity, unusual application and moderate price make this a desirable addition to any dealer's stock.



ONE-MINUTE SWIVEL REPAIR LINK

A combined swivel and chain repair link (patented) is the unique invention recently placed on the market by the Cleveland Galvanizing Works Co., of Cleveland, Ohio.



Although it has been on the market but a short time, the One-Minute Swivel Repair Link, as it is called, has found considerable favor among chain users because of its versatility, strength and simplicity, being constructed of but three parts which can be put in place in the chain with a hammer, pair of pliers or a vise. It may be used with welded, weldless, or flat link chain and is furnished in three sizes for use with the different sizes of chain.

An interesting folder has been issued, describing and illustrating the repair link, copy of which can be had by writing the manufacturers.

Fox Bros., Newsome, Texas, have purchased the hardware and implement business of Wright Bros. and will combine it with their present stock.

B. H. Garden has purchased the entire stock of the E. M. Clark Hardware Co. at Corcoran, Cal., and will handle a general line of hardware, automobile supplies, etc.

Business Opportunities

POSITION WANTED.

In hardware store, where ability counts, with an opportunity to advance. Am 38 years old, married; have no bad habits. Have had five years experience in hardware and implement business. Can give best of references. Address O. H., care HARDWARE WORLD.

FOR SALE.

Owing to continued ill health of owner, will sell our well established general hardware business, doing about \$30,000 a year. This business is located in a thriving little city of Southern California. Delightful climate. Fine schools, churches. Business can be largely increased by younger man. Address "Howe," care HARDWARE WORLD.

WANTED

Distributor for highest grade mechanics' tool chest. Advise lines handled, territory covered, class of dealers reached and commission wanted. Prefer established manufacturer's representative traveling several men. Address Union Tool Chest Works, Rochester, N. Y.

SITUATION WANTED.

Experienced traveler in the hardware and electrical jobbing line desires a new connection by December fifteenth. Long familiarity with the dealers in the Pacific Northwest assures results as to service, although prefers to engage in house work in a managerial capacity. In any case must be position that presents possibilities for advancement and co-operation in high class service. Best references from the trade or present position. Address M. B., care HARDWARE WORLD.

D. M. KAGAY, WITH AMERICAN RADIATOR COMPANY.

D. M. Kagay for the past year manager of the publication department of S. F. Bowser Co., Fort Wayne, Indiana, and previous to that time connected with the Richards Wilcox Manufacturing Co., and the Appleton Manufacturing Co. for a number of years, as advertising manager, has resigned his position to become connected with the sales promotion work of the American Radiator Co.

He has had an extended experience in advertising and publicity work—an experience which will stand him well in hand in his new connection. He has the best wishes of many friends connected with the trade.

The capture and occupation of German East Africa by the British forces revealed the fact that the Germans had planted in this colony extensive tracts of rubber trees of the manihot species. The manihot rubber tree cannot be expected to increase its yield year after year, for the bark thickens after tapping and the tree ceases to yield after five years. But it thrives in hot, dry climates where other kinds cannot live. At the end of its productivity it is rooted out and replaced with young plants which begin to yield in about two years. The

FOR SALE.

A good paying hardware business, will sell at invoice price which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

FOR EXCHANGE

Three story modern brick hotel building in State of Washington; value \$65,000, incumbrance \$25,000; equity of \$40,000 paying 6 per cent; leased to good tenants who have occupied building since completed. Will trade equity for good hardware stock of equal value. A gilt edge proposition. "Washington," care Hardware World.

HARDWARE OPENING

In new railroad town, surrounded by large fruit and farming district. Nine miles to nearest hardware store. Should carry Hardware, Implements, Engines, Motors and Pumps. Good mechanic in these lines can be kept busy on the outside. Good store and location just vacated, low rent to reliable party. If interested write, Secretary, Chamber of Commerce, Navelencia, Calif.

AN A1 OPPORTUNITY

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

species of rubber tree from which the great bulk of the world's rubber products are manufactured is the hevea.

TWO WIVES

"My wife is like George Washington; I don't believe she could tell a lie to save her soul."

"You're lucky! Mine can tell a lie the minute I get it out of my mouth."

Wood & Spencer, Sandborn, Ind., are erecting an addition to their store.

R. Aldredge and H. Pierce are successors to S. L. Hanks at La Fayette, Ill.

F. A. Yost Co., Hopkinsville, Ky., has increased their capital stock to \$100,000.

B. E. Witherell, Carthage, Mo., is successor to the Witherell Zane Implement Co.

L. F. Blann, Monroe City, Indiana, is the successor to the Blann-Junkin Hardware Co.

Brockman & Hughes is a new firm name of Brockman, Hughes & Hughes, Mt. Sterling, Ill.

William and F. R. Valentine, Casey, Iowa, have purchased the hardware and implement stock of Reed Bros.



Loving One's Work

THERE are many so-called roads to success, but the starting point in every case must be a natural love for one's work, whatever that work may be. Wherever you can put your finger on a man who has made a success in life I can show you a man who loved his work. A man cannot expect to succeed in business without loving his work any more than he can expect to be happy in his home without loving his family.

When a man reaches the shady side of life, and is classed as a failure, he attributes his lack of success to many causes—to "combination of circumstances," to bad luck, to lack of opportunity, etc., but in ninety-nine cases out of a hundred, the "combination of circumstances" could have been turned into opportunities of success if the individual had only learned to love his work.

Love is conceded to be the most potent influence in the universe, and love for one's work is the strongest influence that makes for success; in other words, one's success in the business world is just in proportion to one's love for his work. You often hear a man say "If I had So-and-so's job I could love that work, but no one could ever love my job." Such people unthinkingly deceive themselves and pave the way to their own failure.

Love is universal in its application and is not limited by the kind of work one has to do. A street sweeper can love his children just as much as a railroad president can love his children, and by the same token, a hod carrier can love his work just as much as a bank official can love his work. It rests entirely with the individual. If you and I are not satisfied with our present work, the thing to do is to look forward and aspire to something better, something that means progress, but the very minute that we develop a thought of dislike or hate toward our present work we put an unsurmountable obstacle in the way of the better job ahead.

But just what does it mean to love one's work? First, let us get a clear conception of what love means and then we can begin to learn how to love our work. Professor Drummond

has said that love is the greatest thing in the world. Then is it not high time for you and I to begin to know something about this greatest thing in the world, and learn how to apply it to our work and our daily living? To love a thing means really to see it in its true light, to know the truth about it, to possess a full, complete and perfect knowledge of its reality. If you had a perfect knowledge of everything in the universe, would not that be to you the greatest thing in the world? Therefore, we want to view our work in its true light and have a perfect understanding of what is the object of our work and the motive behind it.

First of all, a man's work, no matter whether he be running an elevator or a bank, is the reflection of his own thought. To prove this, take away the man's thinking capacity and see what becomes of his work. Now, if your work is the reflection or product of your thought, then what you have to deal with in order to make your work progressive and successful in your own thinking and not the work itself. This brings us to the point of seeing clearly that the difference between failure and success in one's work is just the difference between wrong thinking and right thinking.

To love your work, to see it in its true light, means to hold a correct mental concept of the object you have in view and the motive back of it. If your object is a purely selfish one and you work only because you have to, or simply for personal gain, if you are jealous of some fellow worker or competitor and envious of someone else's success, if you are inconsiderate of the just rights of others in your business dealings, if you constantly magnify other people's faults and ignore their virtues, if you are resentful because of seemingly adverse conditions, and last but not least, if you are making discouragement your bosom companion, then you are far from loving your work.

But reverse this process of thinking, and try to see how much good can come to all around you by doing your work well, endeavor to give your fellow workers and competitors a helping hand whenever you have the opportunity, con-



The Demands

of the most exacting architects and builders are admirably met in our

FAULTLESS

PLUMBING and HEATING SUPPLIES

M. L. Kline

30 Years Wholesaling Reliable Plumbing and Heating Supplies in Portland

84-86-87-89 FRONT ST., PORTLAND, ORE.



SMOOTH-ON

IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

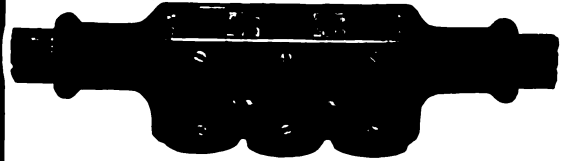
Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

The TRIO Idea



Sell yourself on the Trio idea and you will have no trouble selling these tools to your customers. Read this advertisement for selling points.

The Trio contains

THREE CUTTING SIZES

of Little Giant Pipe Dies. These Dies are adjustable, can be removed from the stock for sharpening and are reversible to cut threads on a pipe close to a nipple or wall.

TRIO DIE STOCK

No dies or bushings to lose, no changing of dies. The buyer selects the three cutting sizes he most commonly uses. He can have extra sizes if desired. Then if he carries his Trio in his kit he is pretty liable to have the right cutting size right in the stock all ready to use.

You can see the advantage. Could you sell Trios?

Ask for further information, prices, etc., and samples of envelope stuffers furnished to dealers free.



A Trio of Happy Trio Users

Greenfield Tap & Die Corporation

GREENFIELD, MASS.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



gratulate the other fellow on his success and tell him you are on the way, look for the good in other people and overlook the bad, and keep your mind so filled with thoughts of unselfishness, opportunity and achievement that discouragement can find no place to lodge in your consciousness; this is the way that one begins to love his work.

If you do not feel that you have made a success in life, and are not satisfied with your progress up to date, do not lay it to "circumstances" but look into your own thought and see if you cannot locate the trouble right there. Put yourself through a little mental investigation and see if you really love your work, or if you merely drag through it week in and week out because it is preferable to starving.

There is always a better place ahead for every man, no matter how low or how high he may be in the scale of success today, but the only sure way to the job ahead is to fill your present job so full that it runs over. The very moment that one's excess efforts are felt outside of his own job, he is pretty apt to be given work that will consume his surplus energy.

It is like the twelve-year-old boy outgrowing a suit of clothes—he is generally supplied with a larger suit at the right time; so when one outgrows his present job there is always a larger one waiting.

Success in the business world today is simply a matter of outgrowing each job just as fast as we can, and the only way to outgrow a job is to fall head over heels in love with it. 'Tis love that makes life worth living and 'tis love that makes one's work a benefit to the world and a pleasure to himself.

WINNERS OF FREE ASSORTMENT OF LUCAS AUTOMOBILE FINISH.

In accordance with their promise John Lucas & Co., Inc., gave three free assortments of automobile finish to the members of the Pennsylvania and Atlantic Hardware Association who placed orders for this new line during the course of the convention in New York, February 12th to 15th, inclusive, viz:

I. Lipschetz, 3882 Third Ave., New York City.

J. B. Lewis & Co., Wyalusing, Pa.

Scarborough & Klauss Co., Pittsburgh, Pa.

The drawing was made by Mr. Roy F. Soule, editor of the Hardware Age, and Mr. Ervin H. Belding, Eastern representative of the Hardware World.

"The man who once most wisely said,
'Be sure you're right, then go ahead,'
Might well have added this, to wit:
'Be sure you're wrong before you quit'."

AW PSHAW!

Giggle: "My son says he finds his work very absorbing."

Snicker: "That so? What does he do?"

Giggle: "Makes blotting paper."

YOU CAN'T AFFORD IT.

You can't afford to be discourteous. If a man comes into your shop or store, no matter whether to buy or to get information, you must not let him go away empty handed.

If he comes to buy, see that he gets as nearly as possible, the exact thing he asks for. If you haven't it and know a nearby dealer who has, you will make a better friend of him by sending him where he can get just what he wants, than by selling him a substitute; unless you are good and sure the substitute is equal or better than the article asked for.

If he asks for information, take the same pains to answer him intelligently as if he came to buy.

For as sure as you live, sincere courtesy will bring him back when he is in the market and he'll speak kindly of you to others and they will come to buy.

And don't be grouchy over the phone. You can make or mar a lot of good trade by the way you behave at the transmitter. Courtesy is one of the biggest and cheapest advertising forces you can employ.

If you have a bit of news,

Send it in.

Or a joke that will amuse,

Send it in.

A story that is true,

An incident that's new,

Send it in.

Will your story make us laugh?

Send it in.

Send along a photograph,

Send it in.

Never mind about your style,

If it's only worth the while,

And you make the reader smile,

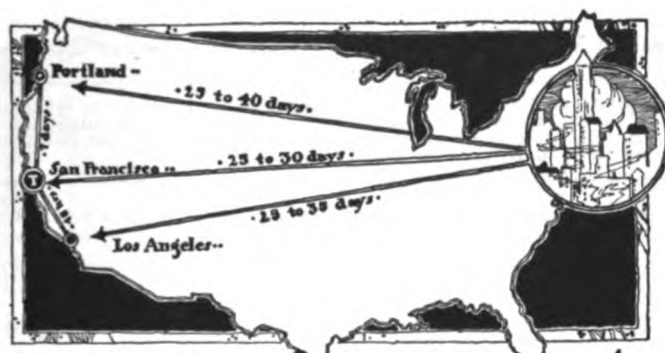
Send it in.

"That is my hired man asleep up there in the crotch of that oak tree," said honest Farmer Hornbeak. "You are entitled to one guess as to whether he clumb up there to slumber or went to sleep on the ground on top of an acorn which grew up with him."

There is no power in the world that can cut through another man's mental opposition, except persuasion. And persuasion is reason plus enthusiasm, with the emphasis on enthusiasm.—J. Ogden Armour.

Some build up to a standard; others down to a price.

It isn't the article you sell. It's the service you sell that counts.

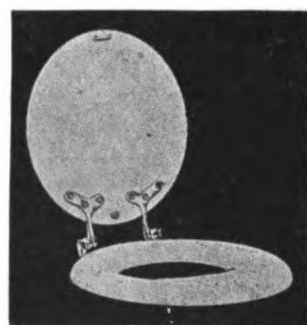


Help the government. relieve the car famine

The Government needs your assistance to help relieve freight congestion.

It asks that you order materials made on the coast so as to release cars that would be otherwise tied up by the transcontinental haul.

Pacific Plumbing Fixtures are only one of many lines made on the coast that cost no more than Eastern products and are of superior quality.



SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it. Satisfaction in a superior product brings the buyer back again and again.

Jobbers, plumbers and merchants cannot afford to handle inferior goods, even if they cost a little less. But Pyralin products cost no more than the inferior, so insist upon the best—the

Church quality. It pays you. Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. Pyralin Fixtures are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

C. F. CHURCH MFG. CO., HOLYOKE, MASS.

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

Price

Address of William R. Marshall Before the Master Plumbers.

"It is a notorious fact that the plumber above all business men in the world is adverse to spending time or money for the study of his personal business benefit. He makes no mental excursion outside of his hereditary habits, and until such time as he is awakened to the fact that the future of the plumbing business depends upon it being placed upon a sound business basis and upon some other foundation than that of 'price', he will not make much progress."

YOU KNOW, in talking to plumbers, I feel perfectly at home, as I have spent twenty-five years with the plumbers all over the United States, from the Atlantic to the Pacific.

Regarding the troubles of a plumber: When I am asked the question, "What's the matter with the plumbing business?" by anybody outside of the business, I feel like—well, I will tell you a story to illustrate how I would like to answer them.

A friend of mine was driving through a country which was perfectly flat and void of any vegetation. In fact, there wasn't a sage brush big enough for a jackrabbit to hide behind, but my friend noticed a peculiar thing, which was that on both sides of the road there was a barb wire fence. He could not understand what the fence was for, and as he drove along his curiosity grew. Finally, however, he came to a gate, and upon this gate was a sign which read, "No Shooting Here." And some "wag" had written on the sign beneath the caption, "Who the hell said there was?"

Now, that is the manner in which I like to reply to the men outside of the plumbing business who become inquisitive regarding the troubles of the plumber, but here among ourselves, without any reporters present, I believe it is well to tell truths.

Most men have a hobby, and it is through these hobbies that most of the great improvements in the world have been accomplished. However, most men's hobbies grow and grow and grow until to them the visualized potentiality of their hobby becomes so great that they are fearful of exploiting or explaining their hobby to their fellow men, for the reason that they are fearful of being referred to as a "NUT."

This morning on our trip around the San Diego Bay, you all saw a score of aeroplanes soaring through the air. Now, they are simply examples of a hobby carried to a logical conclusion. They are the result of two men's hobbies, the Wright brothers. I remember hearing that when Miss Wright, the sister of the two boys, was once asked, after her brothers had become famous, what in their particular success was most gratifying to her, she replied that it was when people ceased to refer to her as the sister of those "NUTTY" Wright boys.

Now, then, I am willing to admit to you that I am a "nut" on certain subjects. My hobby for a great many years has been SCIENTIFIC SALES MANAGEMENT. When your president asked me to write a paper for your convention, I took for my subject "BUSINESS MANAGEMENT," or "PRICE."

The most remarkable thing to me is the lack of understanding regarding "price," not only among the plumbing fraternity, but by a vast majority of the merchants throughout the country.

There is some excuse for the lack of understanding regarding "price" among the plumbers, for the reason that the journeyman who came up through the shop probably heard more about "price" around the shop than he did of anything else. If his boss was not fortunate enough in securing a contract, the blame was always placed upon "price." The boss believed that "price" was the fundamental principle of his business, and it is no more than natural that his men would think likewise, and carry this belief with them when they went into business for themselves.

In analyzing "price" I find this, and please remember this, "That 'price' is all wrong when it is

considered as the basis of a transaction rather than the consideration of the transaction."

There is a marked difference between **Consideration** and a **Basis**, and I will explain to you what I mean by that statement.

Suppose we take "price" and call him a person, and refer to him hereafter as Mr. Price. Now, then, a man whom we shall call Mr. Capital comes into town and looks the situation over and says: "This is a good place to go into business. I have \$200,000, and I know where I can get \$200,000 more, and with \$400,000 capital it will be easy for me to get a credit of \$400,000 more, which will give me \$800,000, which will be enough to control the situation in my line of business in this city."

Having heard of Mr. Price by reputation and due to ignorance of his true ability, Mr. Capital goes to see Mr. Price for advice and the following conversation takes place:

"Mr. Price, I am Mr. Capital. I have looked over your city and I am impressed with its possibilities. I have sufficient capital to go into business on a large scale, and I would like to retain you as my adviser."

Mr. Price said: "Good, Mr. Capital, you have certainly come to the right place. I will show you how to control the situation."

Mr. Price then gives Mr. Capital the following advice: "You want a BIG place, the BIGGEST IN TOWN, on the main street. You want buyers that can out-buy anybody in the city; you want sales managers that can out-sell anyone in the city; you want an advertising manager that can make you known to all the people. **YOU WANT TO OUT-BUY AND OUT-SELL YOUR COMPETITOR AND PUT HIM OUT OF BUSINESS.** If you do as I advise, you can control this market."

Mr. Capital takes Mr. Price's advice. He leases a large building, sends his buyers broadcast and starts his advertising man in preparing the way for the grand opening.

In due time the grand opening day arrives. He invites the public and the public comes pouring through his doors. To all appearances he has launched a successful business and he goes along for a year, maybe two or three years, and then "Mr. WELL-TO-DO" comes to town.

He hasn't as much money as Mr. Capital, but he is a wide awake business man. He is looking for a place to locate and go into business, and in looking the situation over he is impressed by the wonderful store and wonderful business that is being done by Mr. Capital. So he says to himself, "This man has a monopoly in this town, but the town is big enough for two of us," so he begins his investigation, and he finds out that Mr. Price was the adviser, and practically made out the business plan upon which Mr. Capital founded his business, and so he says, "That is good enough for me. I have \$100,000 and I know where I can get another \$100,000, and with \$200,000 I can get a like amount of credit, and with \$400,000 I can make a very fair showing."

Now, then, bear in mind that this is **HALF THE AMOUNT** that Mr. Capital put into his business. I want you to remember this point, because it is an important item in my argument.

YOU GET THE SIMPLEST AND BEST COCK EVER MADE when YOU SPECIFY B. B. HIGH PRESSURE BALL COCK



They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Filmore St., Waltham, Mass.

The Savill Swan Neck Faucet

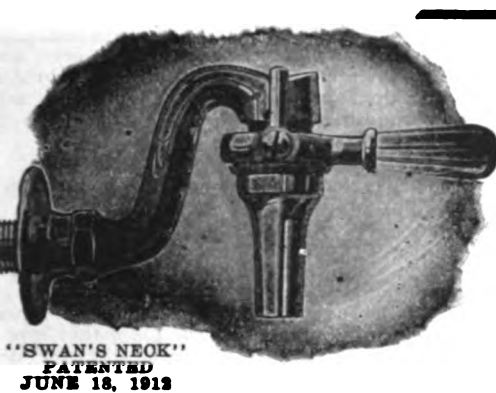
The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin.
If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.
Opens to full stream and shuts off in fraction of a minute.
"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON
San Francisco, Cal., and Los Angeles, Cal.



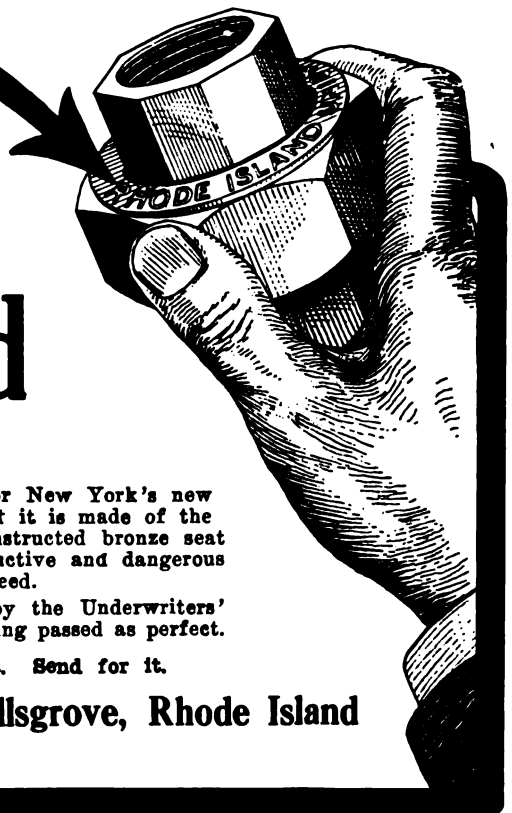
New York's new Pennsylvania Hotel *equipped with* **Rhode Island Unions**

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



So, Mr. Well-to-do looked up Mr. Price. Mr. Price said to him, "Welcome to our city. This is just the place you want to locate. Why, do you know that Mr. Capital here has got a monopoly? Now, all you have to do is, do just a little bit better than he has done. **OUT-BUY HIM AND OUT-SELL HIM.**"

It is the same old story told over again. Mr. Well-to-do rents a store across the street from Mr. Capital and sends his buyers broadcast to **OUT-BUY** Mr. Capital's buyers. He employs salesmen to **OUT-SELL** Mr. Capital's salesmen; he hires an advertising manager to **OVER-ADVERTISE** Mr. Capital's advertising man, and his day of opening arrives with practically the same tactics as employed by Mr. Capital. Mr. Well-to-do captures the public, the crowds come flocking into his store. Where do they come from? I will tell you. They come from the store across the street, from the store of Mr. Capital.

What is the result? The **VOLUME OF TRADE IS SPLIT**. Now, then, what these two men did not know about Mr. Price was this, that Mr. Price was a liar and a thief and the father of them both, while they thought he was a good business adviser.

Here is the point that I want to make clear to you at this time. Here are two businesses **STARTED WITH "PRICE" AS THEIR FUNDAMENTAL PRINCIPLE**. Mr. Capital's business has been attacked by what—more capital? No, less capital. More brains? Not necessarily. But he has been attacked **ital's** capital and organization are of no asset to him with his own weapon—"Price." Therefore Mr. Cap because he has been attacked by a smaller organization and a lesser amount of capital, in what you might call an over-night campaign.

Now, what is Mr. Capital going to do to protect his business? What do they all do when they have "Price" as their adviser? Why, he is going to cut his prices, of course. He is going to spend more money advertising, and the man across the street will do likewise. Finally in desperation Mr. Capital went to Mr. Price and said, "Price, what can I do about my competitor across the street?"

Mr. Price laughs and replies, "Play the game; fight it out; **THE SURVIVAL OF FITTEST ALWAYS WINS.**"

Then these men do one, two, three or four things. They consolidate and fix prices, or they take a reduced profit and pray that they can hold out longer than the other fellow.

But now, then, another man comes to town. This man's name is **MR. CAUTION**. He looked the situation over carefully and said: "This is a good town, fine prospects, fine people. This ought to be a good city in which to go into business."

He starts to investigate. He is particularly impressed with the mammoth establishment and gigantic business of Mr. Capital, but the rumor is that Mr. Capital has not paid his rent for six months, and that the owners of the building, rather than press him for payment and force him into bankruptcy, are giving him a chance to pull out of the hole.

He turns to the business of Mr. Well-to-do. Mr. Well-to-do is not doing as much business as he did when he started; in fact, rumor says that Mr. Well-to-do is considering moving into smaller quarters and reducing his expenses, so Mr. Caution carries his investigation further, and as he walks down the street he comes to a big building upon which, under the firm name on the sign, appears "**ESTABLISHED IN 1869.**"

"**FORTY-EIGHT YEARS,**" he murmurs. "Surely that business must be built upon a different basis than the other two businesses I have been investigating." So he goes in and finds a nice establishment, a high grade line of merchandise and high grade personnel among the force. He inquires for the manager, and inquires upon what principles this business has been built, and he is told that the man who has been the adviser of this business for forty-eight years is named Mr. Quality.

Mr. Caution said: "This is a wonderful business, and I will call upon Mr. Quality and investigate the possibilities." He called on Mr. Quality and said: "I am Mr. Caution. I have looked over your city and I believe I will go into business here; in fact, the same kind of business as the one down the street, upon whose sign they have engraved 'Established in 1869.'"

"That is a fine idea," said Mr. Quality. "And there is a wonderful opening in this town for just such another store; in fact, another store in the same line of business will be a help to the store already established, and I will be pleased to give you all the assistance within my power, but I hope you have the money and the patience to go into business on a **QUALITY BASIS.**"

"I have enough money," said Mr. Caution.

"**THEN ALL YOU NEED IS PATIENCE,**" replied Mr. Quality.

"Why patience?" inquired Mr. Caution.

"For the reason that you cannot go into the quality business over night," smiled Mr. Quality.

"Why?" inquired Mr. Caution.

"Because this man across the street has been established since 1869, and you can put up a fine building, stock it with quality merchandise and properly advertise it, but you will not stampede any business from this man."

"Why not?" persisted Mr. Caution.

"Why should you? That man's customers are satisfied and they are going to stay with him."

"Then," asked Mr. Caution, "where in the world shall I get my customers?"

"My dear man, you will have to make them. By that I mean you will have to educate them. In other words, you will have to convince them that quality buying is economic buying, and the place that you will get your customers from is not from the man across the street in the quality business, but from the two 'price' stores down the street. That will take a long time and a lot of money and patience, because you must be satisfied to get along for a number of years without making much money. It is a tough game to get into, **BUT ONCE YOU ARE ESTABLISHED,** it is going to be just as hard for the next man to go into business on the same plan that you have established your business, for the reason that **A BUSINESS CAN ONLY BE TAKEN AWAY ON THE SAME BASIS UPON WHICH IT HAS BEEN BUILT. YOU CANNOT TAKE A QUALITY BUSINESS AWAY FROM A MAN ON A PRICE BASIS.**"

Now, you will say that I am talking about big business and that big business does not apply to the plumbing business, but, gentlemen, I want to tell you that it does apply to every business.

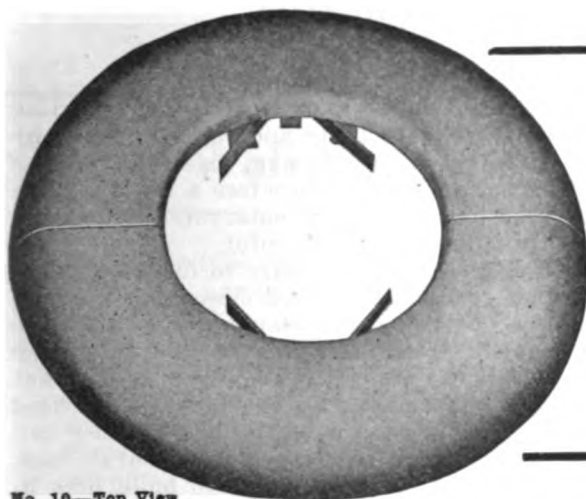
You say, "I know better. I have been in the plumbing business for 25 years, and it can't be done."

Very well, I am going to prove to you that it can be done. In fact, there are men sitting out there in this audience who have been convinced that it can be done, and who today are conducting their business along entirely different lines than they did two years ago. **AND EVERY ONE OF THEM HAVE MADE MONEY BY MAKING THE CHANGE.**

The day before I came down here we sold a man a bath room that cost \$1500. This man originally went to the wrecking company to buy his plumbing fixtures, for the reason that he was told that by so doing he could save money.

You ask me how it was done. I will tell you. It was done by making a demonstration of "quality" over "price." Last month a little plumber in our town got a \$375 preference over his next competitor. How did he get it? By making a demonstration of "quality" over "price." He showed the man that if he put in the material that was specified he would antedate his building at least ten years.

Here is a concrete instance of converting a man to the fact that it was more economical for him to spend \$375 more than he originally intended to. It was sim-



No. 10—Top View

THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.

KEYSTONE REVERSIBLE RATCHET

COMBINATION NO. M-200



Consists of Four Complete Ratchets in One.
Has long and short feed for any style of
Morse Taper, Square Shank or Flat Drill.
All parts interchangeable and it takes but a
minute to change to any style required.

WESTCOTT ADJUSTABLE "S" WRENCH

For Nuts

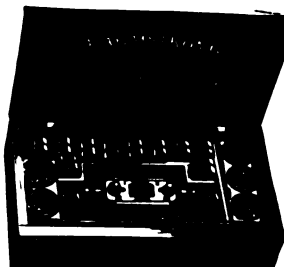
Handle Malleable Iron, Jaw Forged Steel



Sizes 6, 8, 10, 12, 14"
ASK YOUR JOBBER

The Keystone Mfg. Company
BUFFALO, NEW YORK

ARMSTRONG TOOLS



Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee

Send for our catalog of Gen-
uine Armstrong Stocks and
Dies, Water, Gas and Steam
Fitters' Tools and Pipe
Threading Machines.

THE ARMSTRONG
MFG. CO.

In writing the
company address
Department HW.

276 Knowlton St.
Bridgeport, Conn.

No. 204 Turner Torch



A strictly high grade torch sold
under the maker's guarantee. If
you want the best torches on the
market for your work use the
Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

BUILT FOR WORK



No. 32 Torch
List Price
Each \$3.00
Ask for
Discount

This is the reason that C. & L. No. 32 Torches are used everywhere, on practically every job requiring gasoline torches. They are made of the very best material money can buy. The tank is made of extra gauge seamless drawn brass re-inforced and fitted with patented automatic brass pump, with double springs, which easily and quickly supply the required air pressure. The burner is made of special generator metal, producing a steady pure, blue flame of intense heat, using very little gasoline. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

ply demonstrating the advantage to be derived from the economics of quality buying.

I could stand here for hours and cite you instances where the demonstration of quality over price has won. It has been often told me that ONE OF THE HARDEST THINGS IN THE WORLD TO DO IS TO TELL A PLUMBER ANYTHING ABOUT THE CONDUCTION OF HIS BUSINESS.

It is a notorious fact that the plumber above all business men in the world is adverse to spending time or money for the study of his personal business benefit. He makes no mental excursion outside of his hereditary habits, and until such time as he is awakened to the fact that the future of the plumbing business depends upon it being placed upon a sound business basis and upon some other foundation than that of "Price," he will not make much progress.

If I have said anything that will help GET YOU OUT OF THE RUT that you have been following, and make you stop considering "Price" as the fundamental principle of your business, I will feel satisfied that we have gotten somewhere.

As I said in the beginning, I believe the thing least understood in the plumbing fraternity at large is this big question of "Price" and its relation to their business, and I would like every man to go away from this convention with this one thing firmly planted upon his mind: That "Price" is all wrong when used as a basis of a transaction rather than the consideration, and if I can be known as the man that took vice out of "Price" I will have accomplished at least some good in the world. I thank you.

PLUMBER ARTIST MIRRORS BEAUTIES OF NATURE

From plumber to artist is a long step, according to the judgment of expert artists and expert plumbers, but in Tacoma there is a man, a veritable paradox, who serves two masters, art and plumbing, and be it said that if he can handle a monkey wrench as well as he can handle a paint brush, "O shower baths were paradise enough."

T. C. Harmer, a Tacoma plumbing contractor, has carried away the laurels at the annual exhibition of the Tacoma Fine Arts Association this year and a number of his canvases, which are hung in the exhibition room in the State Historical Society's building, have already been purchased and will hand in Tacoma homes. The two that have attracted the most comment are "Autumn," which has been bought by D. den Bleyker, and "Morning"—Clover Creek, a tender little thing done in the softest blues imaginable, which would surely find a nail to hang itself on in salons of much greater magnitude than that of the Tacoma Fine Arts Association. Mr. Harmer also exhibited several other canvases and a water color.

"What are you, my man; a plain tramp?"

"You might say so, mum. Or, if you wishes to follow the plan so prevalent these days of giving everything a special name——"

"Yes?"

"You might call me an inefficiency expert."

"HOME CONSERVATION"

As a nation we are all pretty much willing to do the square thing and it seems to be up to us all in these pressing times to conserve along certain lines. Therefore a few thoughts on what can be done in conservation of heating and plumbing may be helpful.

For reasons unnecessary to discuss here, a certain government official closed down nearly all the manufacturing plants east of the Mississippi River for five days in January and on each Monday for ten weeks, in order that enough coal might be accumulated to heat homes. Let us see what the house owner can do to save fuel. In the first place at least fifty per cent of the people who build fires in hot air furnaces and house heating steam and hot water boilers, do not know how to build a fire properly. They slam the fuel into the fire pot and when this fuel is burned out, slam in another charge.

Such a method is highly wasteful, and in an ordinary home will waste at least two tons of fuel per season. Multiply the number of homes in your community by two and you will have an idea of what such a waste could amount to.

The proper way to build a fire in the aforementioned heating apparatus is to put in a full charge of fuel at one time. Put in enough to run the job for twelve hours. Allow the fuel to get well fired up; then close the dampers after having banked the fire. Fire coal, coal dust, or siftings, or even damp ashes will answer for the banking purposes. Such a slow, deep, well banked fire will produce extensive steady heat, lasting many hours and consuming several pounds less fuel than a shallow flashy fire for the same period of time.

It has been nearly an universal practice to heat all of the rooms in the home whether or not they were in daily use. Some fuel can be saved by cutting off rooms that are not in daily use, provided these rooms do not have plumbing fixtures in them. It is also well to keep a temperature of about 60 degrees throughout the house at night, as it does not pay from a fuel standpoint to allow the house to get too cold.

The heating apparatus should be placed in good repair. This means that the flues should be cleaned at least twice a month, the chimney at least once a month and all drafts should be properly regulated. The writer firmly believes that, in addition to whatever automatic apparatus there may be in any boiler or furnace for the purpose of regulating the apparatus, that there should be a hand controlled damper in the smoke pipe. An extensive experience of thirty years in all kinds of heating has convinced me that it is well worth while.

With a good automatic damper and a hand controlled damper in the smoke pipe, one can

It's a Well Known Fact---

that BEATON & CORBIN Plates mean the newest and best in the world of plates. No. 10 is our newest model. For floor and ceiling. Made in cold rolled steel and brass, also nickel plated. Pipe gripping spring a new and clever device. Sizes $\frac{3}{8}$ to 4 in. Accept only the genuine.

Plates carried by the leading plumbing and supply jobbers.

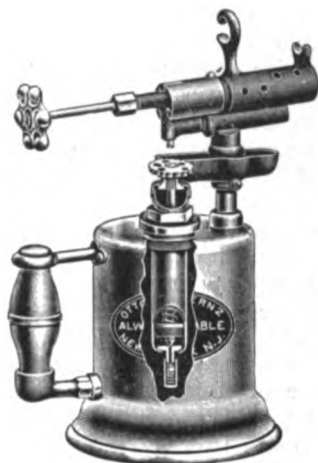
Catalog on Request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Pacific Coast Representative
W. B. GILCHRIST



It's Only Too True



PATENTED
No. 65 Quart Torch
No. 66 Pint Torch

that it is necessary to use good tools in order to obtain satisfactory results. You should, therefore, buy such tools which have given perfect results for years past.

For the most reliable torches and furnaces, you should use the "ALWAYS RELIABLE." You cannot help but receive perfect satisfaction inasmuch as each and every article is carefully tested before it leaves the factory. You are fully protected

by our guarantee that these goods are manufactured only from the best materials obtainable.

Why not try the "ALWAYS RELIABLE" NOW!

Catalog Sent Free on Request

OTTO BERNZ, Newark, New Jersey

When you overhaul your car

Save your time and your temper by having a Crescent Hamr-Handl Screw Driver in your kit!

Just turn the handle crosswise and it will start the meanest, tightest screw with surprising ease.

Keep one in your OWN kit. Recommend them to your customers. They bear the Crescent Guarantee

CRESCENT TOOL COMPANY

Jamestown, N. Y.

CRESCENT
GUARANTEED
Hamr-Handl screw driver

hold a fire in a house boiler about where one desires.

The building should be in good repair. If the doors and windows are not weather stripped, the doors can be so fixed quite easily and newspapers stuffed in and around the windows and also the mop boards next the floor—where much cold generally enters the room.

A door or window that "leaks in" cold air will "kill" many pounds of fuel every day. All the valves should be well packed on steam jobs so as to retain the steam in the pipes. It would be well also to see that the air valves are well regulated and that there are no leaks in the supply or return pipes.

In factories the flanges and expansion joints should be made tight. In one factory the writer knows of at present writing they can get only 80 pounds pressure where they should have 120 pounds, and this is due to extensive leaks in the steam line. In regard to plumbing a great saving can be effected in the use of hot water. Don't flood the tub, use four or five inches of water for a bath instead of a foot or more. Also mix it as it flows into the tub. Such a procedure will save many gallons of hot water each week, and in saving hot water we save heat.

See that the faucets are all properly packed. If this is done—and the waterworks authorities should require it—thousands of barrels of water will be saved.

All closets can be set to flush with less water. The family washing can be done at one job instead of pieced out through the week. We can get up earlier and go to bed earlier and so reduce light consumption—plan to use daylight instead of lamp light. Cut out every unnecessary artificial light in the home and place of business. This means more fuel saved; and while in each individual case the amount may be small, the sum total in each community will be large, resulting in the saving of thousands of tons of fuel and energy each day.

All the foregoing suggestions represent precautions that can be effected within one day's time, at little expense other than the use of a little muscle, a few old clothes soiled, and a bit of horse sense. **Do it now.**

LOYALTY

Over and above all the many qualifications we look for in the ideal employee, I must unhesitatingly place loyalty.

Give me a man of average intelligence, who has character and loyalty, and even though he has nothing else, he can be moulded and made an efficient part of our organization.

But even though he possesses every other qualification and is disloyal, he is a constant menace to those with whom he is associated.

So high a premium is placed upon loyalty under the military code that the soldier guilty

of its violation is immediately punished by death.

While disloyalty in business may not be immediately productive of evil results, as it is in an army where thousands or perhaps millions, of lives are at stake, it will in the long run absolutely wreck any enterprise that harbors or tolerates it.

In one winter the average New Yorker pays about \$52.98 in nickels buying his two-dollar hat back from checkroom boys. It ain't the original cost of the bonnet, it's the upkeep.

COULDN'T PROVE IT ON HIM

One afternoon a stranger debarked from a train at a hustling town in the West, and headed up the street. Finally he met some one that looked like a native.

"Pardon me," said the stranger, halting the likely looking person, "are you a resident of this town?"

"Yes, sir," was the ready rejoinder of the other. "Been here something like fifty years. What can I do for you?"

"I am looking for a criminal lawyer," responded the stranger. "Have you one here?"

"Well," reflectively answered the native, "we think we have, but we can't prove it on him."

THE REAL QUESTION

Did you tackle that trouble that came your way
With a resolute heart and cheerful;
Or hide your face from the light of day
With a craven soul and fearful?

Oh, a trouble's a ton or a trouble's an ounce,
Or a trouble is what you make it;
And it isn't the fact that you're hurt that counts,
But only how you take it.

You are beaten to earth? Well, well, what's that?
Come up with a smiling face!
It's nothing against you to fall down flat,
But to lie there—that's disgrace.

The harder you're thrown, why the higher you bounce.
Be proud of your blackened eye!
It isn't the fact that you're licked that counts;
It's how did you fight—and why?

Otto Mayer has purchased the plumbing business of Mr. A. N. Noon, of Arizona. Mr. Noon will continue in the electrical business.

Besaw Bros., who have been engaged in the hardware and plumbing business, Reedley, Cal., have disposed of the business and stock to C. F. and J. R. Bayless, who were formerly engaged in the hardware and plumbing business in Los Angeles.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

VALVES ON HOT WATER RADIATORS

Editor Questions and Answers:—On the return end of a hot water radiator would you advise putting a valve or, as is usually the case, just a union ell?

ALLEN RICHARDS.

Circumstances should govern in such cases. In a small house job of less than ten radiators (unless connected to a public system) we should deem the return ell sufficient. In larger jobs and also where pressure work obtains, we have found it wise to have a good heavy steam valve at each end of the radiator so that it could be cut out safely and completely whenever the occasion demanded or repairs were necessary. On these public jobs the pressure sometimes runs up to 75 or 100 pounds, and it is well to be on the safe side and have valves enough to control your system.

A lady who had run down a man with her car was blaming him for his carelessness. He insisted it was her fault.

"My fault!" she shot back, "why, man, it's impossible. I've been driving a car for seven years."

"Well, you haven't anything on me," he replied. "I've been walking for thirty-six years."

It isn't necessarily the right road because it is well beaten.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
Factory, Oakmont, Pa.



No. 1 Fire Pot. List Price Each \$13.60.
Ask for Discount.....

The Greatest Heat at the Lowest Cost

all the year round is obtained by using a C. & L. Fire Pot or Torch. All burners are especially powerful generators, consuming but little fuel, but producing intense heat. Easy of adjustment, quick action, satisfactory work, and a wide range of utility make C. & L. Fire Pots and Torches, a money making and a money saving proposition to you. Will winter find you ready with plenty of C. & L. Fire Pots and Torches on hand? It will pay you to anticipate your wants. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
DETROIT, MICH., U. S. A.



QUESTIONS AND ANSWERS



COVER PIPES—SAVE FUEL.

Editor Questions and Answers: Can you tell me how to get at it so as to show, in actual figures, just how much the saving would be on any certain job through covering the heating mains? Y. M. G.

It is stated in an excellent heating authority that bare pipe will radiate about three B. T. U. an hour per square foot of exposed surface for every degree Fahrenheit of difference in temperature between the air around the pipe and the steam contained in the pipe.

You can consult tables that are found in almost every boiler and radiator catalog and ascertain the amount of heating surface there is on the different sizes of steam pipes and combining this with our information you will be able to figure the amount of heat lost in any given job you may care to figure.

CLEANING CHIMNEY

Editor Questions and Answers: What is the quickest and surest way to clean out a chimney that has become quite well crusted up from bottom to top? The flue is not entirely straight. J. I. C.

We knew of one party who used to put a light charge of powder in the bottom and explode the powder; but we would not recommend any such course because of its extreme danger.

As the chimney, according to your statement, is not perpendicular, we believe that your safest course would be to get a heavy chain about three or four feet long and tie chain on a strong rope. Then slide the chain down the chimney and draw it briskly up and down. If you put stones or bricks in a bag the same is liable to get stuck in the chimney and cause no end of trouble. We did it once and had to cut into the chimney in an upstairs bed room. The owner's remarks may be imagined.

REAMING PIPES

Editor Questions and Answers: Have fitted pipes for several years and I never yet saw fit to take the time to ream out the pipes like you say to do in some of your articles and answers that I have noticed from time to time in the World. Should like to read some reasons for such advice.

Old Fitter.

An ordinary dull pipe cutter makes such a burr inside the pipe that it generally reduces the area of the pipe at least one pipe size. One-half inch, three-quarters and on one inch sizes it often amounts to more than that. As thousands of radiators are "hooked up" to above mentioned pipe sizes our "old fitter" will (or should) realize what it means to connect a radiator to pipe one size too small. Generally speaking, any obstruction that tends to lessen or restrict the flow of steam or hot water to a radiator should be removed. Reaming pipe does this. Therefore ream all pipes in heating and plumbing jobs.

UNCERTAIN WATER LEVEL

Editor Questions and Answers: We have a low pressure house heating boiler, cast iron, without heaters, and on raising a pound or two of steam the water nearly or quite disappears from the water glass. Then when we let in enough to make it show in the glass there is too much in the boiler and it hammers and pounds in the mains and radiators. Can you state the cause and care for this state of affairs? A. G. Gilroy.

The water, it is true, disappears from the glass, but not from the boiler. There is a higher pressure on the front section due to the larger heating section; or if it is a vertical sectional, the fire is hotter at the front. Possibly you have too small a steam main. The remedy would be to either increase the size of the steam main or to use an equalizer. We believe that the latter course would be wiser and cheaper. An equalizer has been explained many times in these columns and if you are not acquainted with this device write us and we will send you a drawing.

EXPLOSION OF CAST IRON BOILERS

Editor Questions and Answers: Will you kindly give me some of the actual reasons why cast iron home heating boilers crack or explode? J. M. Collins.

We will state some of our own experiences and any who read can "chip in" if they wish. The first cast iron boiler we remember cracking did so because the caretaker left the ash pit door open, went away and on returning saw no water in the water glass. He turned in the city water—result, a cracked fire pot. We have known of hot water boilers cracking and,

occasionally exploding because the pipe to the expansion tube got plugged either from ice or dirt and the consequent pressure developing when a new fire was started simply burst the boiler. When the water is drawn from a hot water heating job, before leaving, it is a good plan to open the air valves on the radiators. This will release any water that may be hung up in the pipes.

GAS SUPPLY LOW IN COLD WEATHER

Editor Questions and Answers: During the cold weather I notice that our gas supply gets quite low. Can you give the reason and also suggest a remedy?

Look over your line of pipe and you'll probably find some places where it is exposed to the weather or some cold air currents. Cover the places or perhaps the whole line with hair felt. Gas contains a certain per cent of moisture and when gas pipe is exposed to cold weather this moisture condenses in the inside of the pipe and freezes and the freezing deposit increases until it chokes up the pipe. If no hair felt is to be obtained, wind the pipe with any old cloth and over this wind newspapers. This will give sufficient covering to prevent the interior deposit of ice mentioned.

Half an hour's planning at the start of the day's work makes it two hours better for you.

THAW OUT CLOSET BOWL

Editor Questions and Answers: Will you tell me the best way to thaw out a closet bowl when it has become frozen? **Helper.**

We have tried various schemes and where the bowls are not too solidly frozen we believe that the use of hot cloths is best. Begin with the cloths warm and gradually increase the amount of heat. We have never cracked a closet bowl yet in thawing them in this manner and we have thawed out many of them.

FEEDING A VAPOR RADIATOR

Editor Questions and Answers:—Should radiators for vapor heating be supplied at the top or at the bottom?

S. S. T.

The general practice is to order the radiators tapped at the top and bottom and to supply the radiator at the top and bend it at the opposite bottom end. However, we know of several jobs of vapor heating where ordinary steam radiators were used and tapped only at the bottom. These jobs work all right but the radiators do not heat quite so quickly nor quite so hot as do the radiators supplied with, or from, the top.

OH! MAN!

"Did Fussleigh take his misfortune like a man?"

"Precisely. He blamed it all on his wife."



Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

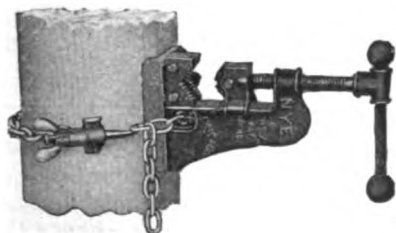
It takes all sizes of pipe from 1/8 to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois



PLUMBER HAS PATENT SHIP PLAN.

George F. Radcliffe, a plumber of 1336 Union street, San Diego, has obtained patents on a new method of ship construction that is expected to foil the deadly U-boat.

Mr. Radcliffe has had several personal letters from Thomas A. Edison and others prominent in making plans to beat the under-water terrors, and all speak highly of his design.

The boat is constructed so that it draws but little water, so most torpedoes will pass completely under it. The propeller and rudder are set in the hull so as to protect them, and on the outside of the hull are vacuum compartments, so laid out as to make it almost impossible for a torpedo to penetrate. In peace times these compartments may be used for carrying fuel oil, thus utilizing every bit of space they occupy.

Mr. Radcliffe is sure that his new plan will bring gratifying results for Uncle Sam.

A MATTER OF NOMENCLATURE

A negro, according to "Everybody's Magazine," was recently brought into police court in a little town in Georgia, charged with assault and battery. The negro, who was well known to the judge, was charged with having struck another "unbleached American" with a brick. After the usual preliminaries the judge inquired, "Why did you hit this man?"

"Jedge, he called me a damn black rascal."

"Well, you are one, aren't you?"

"Yessah, I is one. But, Jedge, s'pose somebody'd call you a damn black rascal, wouldn't you hit 'em?"

"But I'm not one, am I?"

"Naw, sah, naw, sah, you ain't one; but s'pose somebody'd call you de kind o' rascal you is, what'd you do?"

MORE LIKELY

"Any rags? Any old iron?" chanted the dealer as he knocked at the suburban villa. The man of the house himself opened the door.

"No, go away," he snapped, irritably. "There's nothing for you. My wife is away."

The itinerant merchant hesitated a moment, and then inquired: "Any old bottles?"

Spencer R. Stevens, Long Beach, Cal., has been elected city plumbing inspector of Long Beach to succeed S. M. Rand, resigned. Mr. Stevens was associated with his father in the plumbing and hardware business for fifteen years, and for five years was engaged in plumbing contracting.

F. C. Gross has opened a plumbing shop at Deming, New Mexico.

Cass-Smurr-Damerel Company, Los Angeles, has been awarded a contract for the installation of a heating system in the detention ward of the Ventura County Hospital.

The S. C. Brown Company, 115 West Seventeenth St., Los Angeles, has secured the contract at \$6000 for the plumbing and heating work to be installed in the theater building to be erected on Main street near Eighth street, for Col. J. B. Lankershim.

W. P. McArthur, 4647 Kingwell Avenue, Los Angeles, has been awarded the contract at \$19,000 for the installation of the plumbing and steam heating for the four-story and basement Class A store and hotel building to be erected on Spring street south of Sixth street, for William and Richard Lacy. The contract contains a provision that if it is decided to construct three additional stories, the additional cost will be about \$15,000.

Children regard parents as an unnecessary evil and dispose of them as soon as the law allows.

Taking things as they come does not wear one out so fast as dodging them.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.

OFFICIAL ORGAN OF THE WESTERN TRADE

VOL. XIII MARCH, 1918 NUMBER 3

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the HARDWARE WORLD, 1918.
All Rights Reserved.

| | | |
|---|--|---|
| Boatmen's Bank Bldg. St. Louis. | OFFICES Ellsworth Bldg. Chicago. | 70 Fifth Ave. New York. |
| Phelan Bldg. San Francisco. | 388 Taylor St Corner 10th | 817 I. N. Van Nuy Bldg. Los Angeles |
| 507 Pioneer Bldg. Seattle. | Portland, Ore. | 204 Scott Bldg. Salt Lake. |
| 220 Pacific Bldg. Vancouver, B. C., Canada. | | |

None of the editors, publishers or employes of the "WORLD" are connected or affiliated in any way with any jobbing house, manufacturer or dealer—hence the exponent of the entire trade.

Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION—

| Blank Rim Fire— | Black | Smkls. |
|---------------------------|--------|--------|
| 22 Short | \$.15 | \$.15 |
| 32 Short | .35 | .35 |
| 32 S. & W. | .55 | .55 |
| 38 S. & W. | .70 | .70 |
| 38 Long Colt. | 1.20 | 1.20 |
| 44 W. C. F. | 1.50 | 1.50 |
| Shot Rim Fire— | | |
| 22 Long | .55 | .60 |
| 32 Long | 1.05 | 1.05 |
| Shot Center Fire— | | |
| 32 S. & W. | .95 | .95 |
| 32 W. C. F. | 1.30 | 1.30 |
| 38 S. & W. | 1.15 | 1.15 |
| 38 W. C. F. | 1.50 | 1.50 |
| 44 W. C. F. | 1.50 | 1.75 |
| 44 X. L. | 1.60 | 1.80 |
| 44 Game Getter | 1.50 | 1.60 |
| Rim Fire, Ball— | | |
| BB Caps | .35 | .35 |
| CB Caps | .45 | .45 |
| 22 Short | .25 | .30 |
| 22 Short H. P. | .35 | .35 |
| 22 Long | .35 | .40 |
| 22 Long H. P. | .40 | .45 |
| 22 Long Rifle | .40 | .45 |
| 22 Long Rifle H. P. | .45 | .45 |
| 22 W. R. F. | .50 | .55 |
| 22 W. R. F., H. P. | .55 | .60 |
| 22 Win. Auto. | .55 | .55 |
| 22 Win. Auto, H. P. | .60 | .60 |
| 25 Short Stevens | .60 | .60 |
| 25 Stevens | .80 | .80 |
| 32 Short | .60 | .60 |
| 32 Long | .70 | .70 |
| 38 Short | 1.00 | 1.00 |
| 38 Long | 1.00 | 1.00 |
| 41 Short | 1.05 | 1.05 |
| Center Fire Pistol— | | |
| 22 Win. SS | 1.30 | 1.50 |
| 25 Colts Auto. | 1.35 | 1.35 |
| 25-20 Single Shot. | 1.55 | 1.75 |
| 25-20 Win. | 1.35 | 1.60 |
| 25-20 Win. HV. | 1.75 | 1.75 |
| 7.63 MM-Mausier | 2.15 | 2.15 |
| 7.65 MM-Mausier | 2.15 | 2.15 |
| 9 MM-Luger | 2.30 | 2.30 |
| 32 Colts Auto. | 1.35 | 1.35 |
| 32 Colts Short. | 1.00 | 1.10 |
| 32 Colts Long. | 1.15 | 1.25 |
| 32 Colts Police Positive. | 1.15 | 1.25 |
| 32 S. & W. | 1.00 | 1.10 |
| 32 S. & W. Long | 1.15 | 1.25 |
| 32-20 Marlin | 1.40 | 1.80 |
| 32 Winchester | 1.40 | 1.80 |
| 32-20 Win HV | 1.80 | 1.80 |
| 35 S. & W. Auto. | 1.55 | 1.55 |
| 38 Colts Auto. | 2.20 | 2.20 |
| 38 Colts Short | 1.25 | 1.35 |

| | | |
|------------------------------------|------|------|
| 38 Colts Long. | 1.30 | 1.50 |
| 38 Colts Police Positive. | 1.25 | 1.35 |
| 38 S. & W. | 1.20 | 1.30 |
| 38 S. & W. Special. | 1.45 | 1.55 |
| 38 Winchester | 1.65 | 2.05 |
| 41 Colts Short DA. | 1.30 | 1.50 |
| 41 Colts Long DA. | 1.60 | 1.75 |
| 44 Bull Dog | 1.35 | 1.35 |
| 44 S. & W. Amer. | 1.75 | 1.95 |
| 44 S. & W. Rus. | 1.75 | 1.95 |
| 44 S. & W. Special. | 1.90 | 2.10 |
| 44 Webley | 1.50 | 1.50 |
| 44 Winchester | 1.65 | 2.05 |
| 45 Colts | 1.95 | 2.10 |
| 45 Colts Auto. | 2.50 | 2.50 |
| Center Fire Military and Sporting— | | |
| 22 Savage | 1.40 | 1.40 |
| 250-3000 Savage | 1.95 | 1.95 |
| 25-21 Stevens | 1.90 | 2.55 |
| 25-25 Stevens | 1.90 | 2.55 |
| 25-35 Winchester | 1.20 | 1.20 |
| 25-35 Short Range | 1.20 | 1.20 |
| 25-36 Marlin | 1.20 | 1.20 |
| 25 Remington Rimless. | 1.20 | 1.20 |
| 6 MM U. S. N. | 1.85 | 1.85 |
| 7 MM Special Mausier. | 1.85 | 1.85 |
| 7.65 MM Bel Mausier. | 1.85 | 1.85 |
| 8 MM Mausier | 2.05 | 2.05 |
| 9 MM Mausier | 1.85 | 1.85 |
| 30-30 Winchester | 1.35 | 1.35 |
| 30 Remington Rimless. | 2.05 | 2.05 |
| 30 Government Rimless. | 1.35 | 1.35 |
| 308 Savage | 1.20 | 1.20 |
| 32 Remington Rimless. | 1.35 | 1.35 |
| 32-40 Winchester | 1.05 | 1.20 |
| 32-40 Winchester HV. | 1.35 | 1.35 |
| 32 Winchester Sif. Ldg. | 2.45 | 2.45 |
| 32 Winchester Special. | 1.35 | 1.35 |
| 33 Winchester | 1.80 | 1.80 |
| 35 Remington Rimless. | 1.55 | 1.55 |
| 35 Winchester | 1.95 | 1.95 |
| 35 Winchester Sif. Ldg. | 2.55 | 2.55 |
| 351 Winchester Sif. Ldg. | 2.85 | 2.85 |
| 38-55 Winchester Lead. | 1.80 | 1.55 |
| 38-55 Winchester HV. | 1.65 | 1.65 |
| 38-56 Winchester | 1.80 | 1.55 |
| 40-60 Marlin | 1.35 | 1.35 |
| 40-60 Winchester | 1.35 | 1.55 |
| 40-65 Winchester | 1.85 | 1.65 |
| 40-70 Winchester | 1.40 | 1.65 |
| 40-72 Winchester | 1.40 | 1.65 |
| 40-82 Winchester | 1.40 | 1.65 |
| 401 Winchester Auto. | 1.55 | 1.55 |
| 405 Winchester | 2.20 | 2.20 |
| 45-60 Winchester | 1.40 | 1.40 |
| 45-70-405 Government. | 1.40 | 1.60 |
| 45-75 Winchester | 1.40 | 1.40 |
| 45-90 Winchester | 1.50 | 1.65 |

SHELLS, LOADED—

| | | |
|--|--------|--|
| Winchester Repeater or Remington U. M. C. Nitro Club— | | |
| 12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot | \$1.15 | |
| 8 drs. x 1 1/2 oz., 24 grs. 1 1/2 oz., drop shot | 1.15 | |
| 3 1/2 drs. x 1 1/2 oz., 26 grs. x 1 1/2 oz., drop shot | 1.15 | |
| 3 1/2 drs. x 1 1/2 oz., BB shot, drop shot | 1.30 | |
| 3 1/2 drs. x Buck shot, drop shot | 1.30 | |
| 16 2 1/2 drs. x 1/2 oz., 22 grs. x 1/2 oz., drop shot | 1.05 | |
| 2 1/2 drs. x 1/2 oz., BB Shot drop shot | 1.10 | |
| 20 2 1/2 drs. x 1/2 oz., 18 grs. x 1/2 oz., drop shot | 1.05 | |
| Winchester Leader or Remington U. M. C. Arrow— | | |
| 12 3 1/2 drs. x 1 1/2 oz., 26 grs. x 1 1/2 oz., chilled shot | \$1.25 | |
| 3 1/2 drs. x 1 1/2 oz., 28 grs. x 1 1/2 oz., chilled shot | 1.30 | |
| 16 2 1/2 drs. x 1/2 oz., 22 grs. x 1/2 oz., chilled shot | 1.15 | |
| 20 2 1/2 drs. x 1/2 oz., chilled shot | 1.15 | |
| 2 1/2 drs. x 1/2 oz., chilled shot | 1.20 | |
| Trap Loads— | | |
| 12 3 drs. x 1 1/2 oz., 7 1/2 Chilled | \$1.25 | |
| 3 1/2 drs. x 1 1/2 oz., 7 1/2 Chilled | 1.25 | |
| Black Powder Loads— | | |
| 12 3 1/2 drs. x 1 1/2 oz., drop shot | 95c | |
| Caps and Primers— | | |
| Percussion | .30 | |
| Musket Caps | .25 | |
| Primers, 100 in box | .35 | |
| Primers, 250 in box | .80 | |
| Empty Paper Shells—Black Pow.— | | |
| 12 16, 20 Ga. per 100 | 1.50 | |
| 10 Ga. per 100 | 1.65 | |
| For Smokeless Powder, Repeater or Nitro Club— | | |
| 12 16, 20, 28 Ga. per 100 | 1.80 | |
| 10 Ga. per 100 | 2.10 | |
| Leader or Arrow— | | |
| 12 16, 20, 28 Ga. | 2.30 | |
| 10 Ga. per 100 | 2.40 | |
| Empty Brass Shells— | | |
| Best Qual. 12, 16, 20, | | |
| 28, Box 25 | 2.75 | |
| 2nd Qual. 12, 16, 20, | | |
| 28, box 25 | 2.10 | |
| Wds— | | |
| Cardboard, box 250 | .30 | |
| Black Edge, Reg., box 250 | .50 | |
| Black Edge, 1/4 in., 125 in box | .40 | |
| Black Edge, 1/4 in., 250 in box | .80 | |

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4 1/2 White, \$3.25 each; No. 231, 3 1/2 Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4 1/2 Sierra, \$2.75 ea.; Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5 1/2 White, \$3.50 each; No. 233, 5 Sierra, \$3.00 each; No. 233, 5 1/2 Sierra, \$3.00 each. Ship, No. 44, 4 White, \$3.85 each; No. 44, 4 1/2 White, \$3.85 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/2 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$3.50 each; No. 235, 4 1/2 Sierra, \$3.50 each.

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—30 to 425 lb., 22 1/2 lb. to 79 lb., 23c lb.; 60 to 99 lb., 23 1/2 lb.; 50 to 59 lb., 24 1/2 lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb, Paper, 35c lb.; Cut, 40c lb. Wicking, 1/4-lb. balls, 80c each. Wicking, 1-lb. lots, \$1.50. Cement, per sack 6.00

AUGERS—Greenlee Carpenters Nut, No. 57.

| Size | 1/2 | 3/4 | 1 | 1 1/4 | 1 1/2 | 2 |
|----------------|--------|--------|--------|--------|--------|--------|
| Each | \$1.00 | \$1.00 | \$1.15 | \$1.25 | \$1.35 | \$1.65 |
| Size | 1 3/4 | 2 | 2 1/2 | 3 | 4 | 8 |
| Each | \$2.00 | \$2.55 | \$2.65 | \$4.00 | \$8.00 | \$8.00 |
| Greenlee Ship. | | | | | | |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | \$1.60 | \$1.75 | \$1.75 | \$1.85 | \$1.95 | \$2.00 |
| 62 each | 1.95 | 2.00 | 2.00 | 2.15 | 2.20 | 2.25 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | \$2.15 | \$2.25 | \$2.30 | \$2.40 | \$2.50 | \$2.50 |
| 62 each | 2.50 | 2.65 | 2.60 | 2.80 | 3.15 | 3.15 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | \$2.85 | \$3.00 | \$3.30 | \$3.45 | \$3.75 | \$4.10 |
| 62 each | 3.50 | 3.60 | 3.65 | 3.75 | 4.10 | 4.40 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | \$4.40 | \$4.70 | \$5.00 | \$5.35 | | |
| 62 each | 4.70 | 5.35 | 5.95 | 6.25 | | |

AXES—Boys' Handled, Blue Wing, \$1.90 each; Pacemaker, \$1.80. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Drednaught, 3-4, \$2.75 each; Drednaught, 3 1/2-4 1/2, \$2.75 each; Drednaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.00 each; Tuff Temper, 3 1/2-4 1/2, \$3.00 each; Tuff Temper, 4-5, \$3.25 each. Single Bit Handled, Blue Wing,

(Continued on Page 161)

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | | | | | | | | | | | | | |
|------------------|-------|---------|-------------------------|-------|----------------|-------------------------------|------------|-------------------------------|--------------------|--------------------|---------------------|-----------|--------------|--------------------|---------|-------------------------|-------|-------|-------|-------|------|
| Oval Foot Baths. | | 150 | ..... | .50 | Drinking Cups. | | 220 | ..... | 2.00 | Covered Bake Pans. | | | | | | | | | | | |
| 0 | ..... | \$1.15 | 250 | ..... | .55 | 08 | ..... | .15 | 222 | ..... | 1 | ..... | \$.65 | | | | | | | | |
| 1 | ..... | 1.40 | 350 | ..... | .65 | 09 | ..... | .15 | 2121 | ..... | 20 | ..... | \$.40 | | | | | | | | |
| 2 | ..... | 1.65 | 450 | ..... | .80 | 010 | ..... | .20 | 2141 | ..... | 30 | ..... | .45 | | | | | | | | |
| 3 | ..... | 2.00 | 650 | ..... | 1.00 | 8 | ..... | .15 | 2161 | ..... | 40 | ..... | .50 | | | | | | | | |
| 4 | ..... | 2.50 | 850 | ..... | 1.25 | 9 | ..... | .20 | 2181 | ..... | 50 | ..... | .55 | | | | | | | | |
| Coffee Biggins. | | 1050 | ..... | 1.50 | 10 | ..... | .20 | 2201 | ..... | 60 | ..... | .60 | | | | | | | | | |
| 0 | ..... | \$.80 | 1250 | ..... | 1.75 | 11 | ..... | .25 | 2221 | ..... | Bed or Douche Pans. | 2 | ..... | \$.2.00 | | | | | | | |
| 01 | ..... | .85 | 1501 | ..... | .80 | Pieced Cups. | | 70 | ..... | 71 | ..... | Bed Pans. | 1 | ..... | \$.3.00 | | | | | | |
| 00 | ..... | .95 | 2501 | ..... | .70 | 20 | ..... | .15 | 72 | ..... | 73 | ..... | Bread Pans. | 2 | ..... | \$.25 | | | | | |
| 010 | ..... | 1.05 | 3501 | ..... | .80 | 25 | ..... | .30 | 74 | ..... | 75 | ..... | 11 | ..... | .25 | | | | | | |
| 020 | ..... | 1.20 | 4501 | ..... | .95 | 40 | ..... | .30 | 76 | ..... | 77 | ..... | 12 | ..... | .45 | | | | | | |
| 030 | ..... | 1.30 | Covered Buckets. | | 6501 | ..... | \$.1.05 | Straight Caps. | | 81 | ..... | 78 | ..... | 13 | ..... | .55 | | | | | |
| 040 | ..... | 1.45 | 8501 | ..... | 1.40 | 0 | ..... | .20 | 82 | ..... | 79 | ..... | Oblong Pans. | 08 | ..... | \$.25 | | | | | |
| 050 | ..... | 1.60 | 10501 | ..... | 1.75 | 6 | ..... | .25 | 83 | ..... | 80 | ..... | 04 | ..... | .40 | | | | | | |
| Coffee Boilers. | | 12501 | ..... | 2.00 | 120 | ..... | .40 | Miners' Caps. | | 84 | ..... | 81 | ..... | 01 | ..... | .30 | | | | | |
| 60 | ..... | \$.1.10 | Ed. Dinner Buckets. | | 020 | ..... | \$.1.15 | 50 | ..... | 85 | ..... | 82 | ..... | 02 | ..... | .35 | | | | | |
| 70 | ..... | 1.25 | 040 | ..... | 1.25 | Measuring Caps. | | 10 | ..... | 86 | ..... | 83 | ..... | Sponge Cake Pans. | | 200 | ..... | \$.35 | | | |
| 80 | ..... | 1.50 | 501 | ..... | 1.15 | After Dinner Caps & Saucers. | | 10 | ..... | 87 | ..... | 84 | ..... | Oblong Stove Pans. | 100 | ..... | \$.45 | | | | |
| 90 | ..... | 1.80 | 502 | ..... | 1.25 | 10 | ..... | .35 | Cups & Saucers. | | 85 | ..... | 100 | ..... | 200 | ..... | .50 | | | | |
| 100 | ..... | 2.50 | 503 | ..... | 1.50 | 100 | ..... | .35 | 20 | ..... | 86 | ..... | 300 | ..... | 300 | ..... | .55 | | | | |
| 601 | ..... | 1.25 | Miners' Dinner Buckets. | | 10 | ..... | \$.1.60 | 400 | ..... | 87 | ..... | 300 | ..... | 325 | ..... | .75 | | | | | |
| 701 | ..... | 1.40 | Acme Dinner Buckets. | 140 | ..... | \$.1.75 | Ocupidors. | | 10 | ..... | 88 | ..... | 350 | ..... | 400 | ..... | .95 | | | | |
| 801 | ..... | 1.65 | 240 | ..... | 2.00 | 20 | ..... | .55 | 20 | ..... | 89 | ..... | 425 | ..... | 450 | ..... | 1.00 | | | | |
| 901 | ..... | 2.10 | 340 | ..... | 1.60 | 30 | ..... | .65 | 24 | ..... | 90 | ..... | 475 | ..... | 500 | ..... | 1.25 | | | | |
| 1001 | | 2.75 | 3401 | | 1.65 | Flaring Cocoa Shaped Dippers. | | 161 | | 91 | | 50 | | 550 | | Square Stove Pans. | | 110 | | \$.65 | |
| Fish Boilers. | | 2221 | ..... | 5.50 | 14 | ..... | \$.1.80 | 151 | ..... | 92 | ..... | 50 | ..... | 111 | ..... | 112 | ..... | .75 | | | |
| 170 | ..... | \$.2.75 | Oval Dinner Buckets. | | 31 | ..... | 1.60 | Genuine Cocoa Shaped Dippers. | | 93 | ..... | 51 | ..... | 113 | ..... | 114 | ..... | 1.00 | | | |
| 175 | ..... | 3.00 | 41 | ..... | 1.80 | Oblong Dinner Buckets. | | 55 | ..... | 94 | ..... | 52 | ..... | 115 | ..... | 116 | ..... | 1.25 | | | |
| Ham Boilers. | | 14 | | \$.95 | 110 | | \$.1.65 | Oup Dippers. | | 95 | | 53 | | 117 | | Square Jelly Cake Pans. | | 99 | | \$.30 | |
| 14 | ..... | 1.00 | 111 | ..... | 1.75 | Aurora Dinner Buckets. | | 10 | ..... | 96 | ..... | 54 | ..... | 100 | ..... | 100 | ..... | .35 | | | |
| 16 | ..... | 1.15 | 775 | ..... | \$.1.65 | Chambers. | | 100 | ..... | 97 | ..... | 55 | ..... | 90 | ..... | 8 | ..... | \$.25 | | | |
| 18 | ..... | 1.35 | 776 | ..... | 1.90 | 1 1/2 | ..... | .65 | 010 | ..... | 98 | ..... | 90 | ..... | 9 | ..... | .30 | | | | |
| 20 | ..... | 1.50 | 875 | ..... | 1.90 | 2 | ..... | .75 | 011 | ..... | 99 | ..... | 90 | ..... | 10 | ..... | .30 | | | | |
| 22 | ..... | 1.75 | 876 | ..... | 2.15 | 3 | ..... | .85 | 012 | ..... | 100 | ..... | 90 | ..... | 11 | ..... | .35 | | | | |
| 24 | ..... | 2.00 | Chamber Covers. | | 1 | ..... | \$.35 | Windsor Dippers. | | 101 | ..... | 101 | ..... | 90 | ..... | 12 | ..... | .40 | | | |
| 26 | ..... | 2.50 | 1 1/2 | ..... | .30 | Oblong Soap Dishes. | | 110 | ..... | 102 | ..... | 102 | ..... | 90 | ..... | 13 | ..... | .45 | | | |
| 28 | ..... | 3.00 | 2 | ..... | .35 | Wall Soap Dishes. | | 112 | ..... | 103 | ..... | 103 | ..... | 90 | ..... | 14 | ..... | .50 | | | |
| 30 | ..... | 3.50 | 3 | ..... | .40 | Sink Drainers. | | 114 | ..... | 104 | ..... | 104 | ..... | 90 | ..... | 15 | ..... | .55 | | | |
| 32 | ..... | 4.00 | Colanders. | | 1 | ..... | \$.50 | Coffee Flasks. | | 105 | ..... | 105 | ..... | 90 | ..... | 16 | ..... | .60 | | | |
| 34 | ..... | 4.50 | 2 | ..... | .60 | 2 | ..... | .60 | 10 | ..... | 106 | ..... | 106 | ..... | 90 | ..... | .65 | | | | |
| 36 | ..... | 5.00 | 3 | ..... | .75 | Child's Commodes. | | 1 | ..... | 107 | ..... | 107 | ..... | 90 | ..... | 90 | ..... | .70 | | | |
| 38 | ..... | 5.50 | 104 | ..... | .50 | Covered Commodes. | | 5 | ..... | 108 | ..... | 108 | ..... | 90 | ..... | 90 | ..... | .75 | | | |
| 40 | ..... | 6.00 | 531 | ..... | 1.35 | Odorless Commodes. | | 6 | ..... | 109 | ..... | 109 | ..... | 90 | ..... | 90 | ..... | .80 | | | |
| 42 | ..... | 6.50 | 531 1/2 | ..... | 1.50 | Combinets. | | 40 | ..... | 110 | ..... | 110 | ..... | 90 | ..... | 90 | ..... | .85 | | | |
| 44 | ..... | 7.00 | 541 | ..... | 1.65 | Pot Covers. | | 4 | ..... | 111 | ..... | 111 | ..... | 90 | ..... | 90 | ..... | .90 | | | |
| 46 | | 7.50 | 561 | | 2.15 | 4 1/2 | | .15 | Fruit Jar Fillers. | | 112 | | 112 | | 90 | | 90 | | .95 | | |
| 581 | | 2.75 | 407 | | .85 | 5 1/2 | | .15 | Berlin Kettles. | | 113 | | 113 | | 90 | | 90 | | 1.00 | | |
| Smls. Bowls. | | 9-10 | ..... | \$.30 | 6 1/2 | ..... | .20 | 02 | ..... | 114 | ..... | 114 | ..... | 90 | ..... | 90 | ..... | 1.05 | | | |
| 12-14 | | .35 | 4 3/4 | | .15 | 7 1/2 | | .25 | 03 | | 115 | | 115 | | 90 | | 90 | | 1.10 | | |
| 16 | | .40 | 5 1/2 | | .15 | 8 1/2 | | .30 | 04 | | 116 | | 116 | | 90 | | 90 | | 1.15 | | |
| 18 | | .45 | 6 1/2 | | .20 | 9 1/2 | | .35 | 05 | | 117 | | 117 | | 90 | | 90 | | 1.20 | | |
| 20 | | .50 | 7 1/2 | | .25 | 10 1/2 | | .40 | 06 | | 118 | | 118 | | 90 | | 90 | | 1.25 | | |
| 22 | | .55 | 8 1/2 | | .30 | 11 1/2 | | .45 | 07 | | 119 | | 119 | | 90 | | 90 | | 1.30 | | |
| 24 | | .60 | 9 1/2 | | .35 | 12 1/2 | | .50 | 08 | | 120 | | 120 | | 90 | | 90 | | 1.35 | | |
| 26 | | .65 | 10 1/2 | | .40 | 13 1/2 | | .55 | 09 | | 121 | | 121 | | 90 | | 90 | | 1.40 | | |
| 28 | | .70 | 11 1/2 | | .45 | 14 1/2 | | .60 | 10 | | 122 | | 122 | | 90 | | 90 | | 1.45 | | |
| 30 | | .75 | 12 1/2 | | .50 | 15 | | .65 | 11 | | 123 | | 123 | | 90 | | 90 | | 1.50 | | |
| Soup Bowls. | | 125 | | \$.25 | 15 1/2 | | .70 | 02 | | 124 | | 124 | | 90 | | 90 | | 90 | | 1.55 | |
| 32 | | .80 | Wash Bowls. | | 19 | | \$.35 | Convex Kettles. | | 212 | | 125 | | 90 | | 90 | | 90 | | 1.60 | |
| 34 | | .85 | 21 | | .40 | 21 1/2 | | .45 | 214 | | 126 | | 126 | | 90 | | 90 | | 90 | | 1.65 |
| 36 | | .90 | 23 | | .50 | 23 1/2 | | .55 | 216 | | 127 | | 127 | | 90 | | 90 | | 90 | | 1.70 |
| 38 | | .95 | 25 | | .55 | 25 1/2 | | .60 | 218 | | 128 | | 128 | | 90 | | 90 | | 90 | | 1.75 |
| 40 | ..... | 1.00 | 27 | ..... | .60 | 27 1/2 | ..... | .65 | Jelly Moulds. | | 080 | ..... | \$.25 | Children's Mugs. | | 2 | ..... | \$.20 | | | |
| 42 | ..... | 1.05 | 29 | ..... | .65 | 29 1/2 | ..... | .70 | Chamber Pails. | | 1 | ..... | \$.1.40 | Lipped Fry Pans. | | 80 | ..... | \$.30 | | | |
| 44 | ..... | 1.10 | 31 | ..... | .70 | 31 1/2 | ..... | .75 | Chamber Pails. | | 2 | ..... | 1.50 | Lipped Fry Pans. | | 81 | ..... | .35 | | | |
| 46 | ..... | 1.15 | 33 | ..... | .75 | 33 1/2 | ..... | .80 | Chamber Pails. | | 3 | ..... | 1.60 | Lipped Fry Pans. | | 82 | ..... | .40 | | | |
| 48 | ..... | 1.20 | 35 | ..... | .80 | 35 1/2 | ..... | .85 | Chamber Pails. | | 4 | ..... | 1.70 | Lipped Fry Pans. | | 83 | ..... | .45 | | | |
| 50 | ..... | 1.25 | 37 | ..... | .85 | 37 1/2 | ..... | .90 | Chamber Pails. | | 5 | ..... | 1.80 | Lipped Fry Pans. | | 84 | ..... | .50 | | | |
| 52 | ..... | 1.30 | 39 | ..... | .90 | 39 1/2 | ..... | .95 | Chamber Pails. | | 6 | ..... | 1.90 | Lipped Fry Pans. | | 85 | ..... | .55 | | | |
| 54 | ..... | 1.35 | 41 | ..... | .95 | 41 1/2 | ..... | 1.00 | Chamber Pails. | | 7 | ..... | 2.00 | Lipped Fry Pans. | | 86 | ..... | .60 | | | |
| 56 | ..... | 1.40 | 43 | ..... | 1.00 | 43 1/2 | ..... | 1.05 | Chamber Pails. | | 8 | ..... | 2.10 | Lipped Fry Pans. | | 87 | ..... | .65 | | | |
| 58 | ..... | 1.45 | 45 | ..... | 1.05 | 45 1/2 | ..... | 1.10 | Chamber Pails. | | 9 | ..... | 2.20 | Lipped Fry Pans. | | 88 | ..... | .70 | | | |
| 60 | ..... | 1.50 | 47 | ..... | 1.10 | 47 1/2 | ..... | 1.15 | Chamber Pails. | | 10 | ..... | 2.30 | Lipped Fry Pans. | | 89 | ..... | .75 | | | |
| Covered Buckets. | | 19 | | \$.35 | 49 | | 1.15 | 02 | | 129 | | 129 | | 90 | | 90 | | 90 | | 1.80 | |
| 21 | | .40 | 51 | | 1.20 | 51 1/2 | | 1.25 | Water Pails. | | 110 | | 110 | | 110 | | 110 | | 1.85 | | |
| 23 1/2 | | .45 | 53 | | 1.25 | 53 1/2 | | 1.30 | Water Pails. | | 112 | | 112 | | 112 | | 112 | | 1.90 | | |
| 25 | | .50 | 55 | | 1.30 | 55 1/2 | | 1.35 | Water Pails. | | 114 | | 114 | | 114 | | 114 | | 1.95 | | |
| 27 | | .55 | 57 | | 1.35 | 57 1/2 | | 1.40 | Water Pails. | | 116 | | 116 | | 116 | | 116 | | 2.00 | | |
| 29 | | .60 | 59 | | 1.40 | 59 1/2 | | 1.45 | Water Pails. | | 118 | | 118 | | 118 | | 118 | | 2.05 | | |
| 31 | | .65 | 61 | | 1.45 | 61 1/2 | | 1.50 | Water Pails. | | 120 | | 120 | | 120 | | 120 | | 2.10 | | |
| 33 | | .70 | 63 | | 1.50 | 63 1/2 | | 1.55 | Water Pails. | | 122 | | 122 | | 122 | | 122 | | 2.15 | | |
| 35 | | .75 | 65 | | 1.55 | 65 1/2 | | 1.60 | Water Pails. | | 124 | | 124 | | 124 | | 124 | | 2.20 | | |
| 37 | | .80 | 67 | | 1.60 | 67 1/2 | | 1.65 | Water Pails. | | 126 | | 126 | | 126 | | 126 | | 2.25 | | |
| 39 | | .85 | 69 | | 1.65 | 69 1/2 | | 1.70 | Water Pails. | | 128 | | 128 | | 128 | | 128 | | 2.30 | | |
| 41 | | .90 | 71 | | 1.70 | 71 1/2 | | 1.75 | Water Pails. | | 130 | | 130 | | 130 | | 130 | | 2.35 | | |
| 43 | | .95 | 73 | | 1.75 | 73 1/2 | | 1.80 | Water Pails. | | 132 | | 132 | | 132 | | 132 | | 2.40 | | |
| 45 | | 1.00 | 75 | | 1.80 | 75 1/2 | | 1.85 | Water Pails. | | 134 | | 134 | | 134 | | 134 | | 2.45 | | |
| 47 | | 1.05 | 77 | | 1.85 | 77 1/2 | | 1.90 | Water Pails. | | 136 | | 136 | | 136 | | 136 | | 2.50 | | |
| 49 | ..... | 1.10 | | | | | | | | | | | | | | | | | | | |

RETAIL SELLING PRICE—Continued.

| | | | | |
|--------------------|----------------------|----------------------|----------------------|-------------------|
| 55 ..... .70 | Lipped Sauce Pans. | 58 Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .25 | 58 ..... .25 | 1650 1.90 | 224 7.50 |
| Muffin Pans. | 10 ..... .30 | 59 ..... .30 | 1850 2.25 | 236 9.00 |
| 406 ..... .45 | 12 ..... .35 | 60 ..... .35 | Berlin Sauce Pots. | 312 9.00 |
| 408 ..... .55 | 14 ..... .35 | 3 1/4 Coffee Pots. | 02 ..... .55 | 318 12.00 |
| 409 ..... .65 | 16 ..... .35 | 3 ..... .60 | 03 ..... .65 | 324 15.00 |
| 412 ..... .75 | 18 ..... .40 | 3 1/2 ..... .65 | 04 ..... .75 | 336 18.00 |
| Corn Cake Pans. | 20 ..... .45 | 3 3/4 ..... .65 | 05 ..... .85 | Bread Raisers. |
| 706 ..... .55 | 22 ..... .55 | 15 ..... .65 | 06 ..... .90 | 10 \$1.75 |
| 708 ..... .65 | 24 ..... .60 | 25 ..... .75 | 08 1.15 | 14 2.00 |
| 709 ..... .75 | 26 ..... .65 | 35 ..... .85 | 010 1.40 | 17 2.25 |
| 712 ..... .85 | 28 ..... .80 | 45 ..... .90 | 012 1.65 | 21 2.75 |
| Milk Pans. | 30 ..... .95 | 55 1.05 | 031 ..... .65 | 101 2.00 |
| 00 ..... .20 | Straight Sauce Pans. | 31 1/2 ..... .55 | 031 ..... .75 | 141 2.25 |
| 0 ..... .20 | 350 ..... .55 | 31 ..... .60 | 041 ..... .90 | 171 2.75 |
| 11 ..... .25 | 350 ..... .65 | 31 ..... .65 | 051 1.00 | 211 3.25 |
| 15 ..... .25 | 450 ..... .80 | 151 ..... .75 | 061 1.15 | Nesco Perfect |
| 20 ..... .30 | 650 1.00 | 251 ..... .85 | 081 1.25 | Roasters. |
| 30 ..... .35 | Shallow Stew Pans. | 351 ..... .90 | 0101 1.65 | 150 \$2.50 |
| 40 ..... .40 | 3 ..... .30 | 451 1.00 | 0121 1.85 | 180 3.25 |
| 50 ..... .50 | 4 ..... .35 | 551 1.15 | Convex Sauce Pots. | 200 4.20 |
| 60 ..... .55 | 5 ..... .40 | 05 ..... .90 | 212 \$1.05 | Grocers' Scoops. |
| 80 ..... .65 | 6 ..... .50 | 015 1.00 | 214 1.25 | 2 ..... .40 |
| 100 ..... .70 | Deep Stew Pans. | 025 1.15 | 216 1.50 | 3 ..... .50 |
| 120 ..... .85 | 14 ..... .35 | 035 1.20 | 218 1.75 | 4 ..... .55 |
| Pudding Pans. | 16 ..... .35 | 045 1.25 | 220 2.00 | 5 ..... .65 |
| 50 ..... .25 | 18 ..... .40 | 055 1.50 | 222 2.50 | 20 ..... .55 |
| 100 ..... .35 | 20 ..... .45 | 051 1.00 | 2121 1.20 | 30 ..... .65 |
| 150 ..... .30 | 22 ..... .50 | 0151 1.05 | 2141 1.40 | 40 ..... .85 |
| 200 ..... .30 | Molasses Pitchers. | 0251 1.15 | 2161 1.75 | 50 1.00 |
| 300 ..... .35 | 601 ..... .55 | 0351 1.30 | 2181 2.00 | Flat Skimmers. |
| 400 ..... .40 | Convex Water | 0451 1.40 | 2201 2.25 | 9 ..... .20 |
| 500 ..... .50 | Pitchers. | 0551 1.55 | 2221 2.75 | 10 ..... .30 |
| 600 ..... .55 | 401 ..... .60 | Tea Pots. | Oval Sauce Pots. | 11 ..... .25 |
| 800 ..... .65 | 402 ..... .65 | 00 ..... .50 | 2 \$2.00 | 13 ..... .25 |
| 1000 ..... .70 | 403 ..... .75 | 01 ..... .55 | 3 2.25 | Splittoons. |
| Pus Pans. | 404 ..... .85 | 0 ..... .65 | 4 2.50 | 200 ..... .85 |
| 1 ..... .50 | 405 ..... .90 | 10 ..... .70 | 20 2.25 | 300 1.10 |
| 2 ..... .55 | 406 1.00 | 20 ..... .80 | 30 2.50 | Club Splittoons. |
| 3 ..... .65 | Water Pitchers. | 30 ..... .85 | 40 2.75 | 100 \$1.25 |
| 80 ..... .75 | 5 \$1.00 | 40 ..... .95 | Straight Sauce Pots. | Hotel Splittoons. |
| Berlin Sauce Pans. | 10 1.15 | 50 1.05 | 014 ..... .50 | 150 \$2.50 |
| 02 ..... .55 | 20 1.25 | 001 ..... .60 | 016 ..... .65 | Basting Spoons. |
| 03 ..... .65 | 0 ..... .70 | 011 ..... .65 | 018 ..... .70 | 10 ..... .15 |
| 04 ..... .75 | 1 ..... .80 | 01 1/2 ..... .70 | 020 ..... .85 | 12 ..... .20 |
| 05 ..... .85 | 2 ..... .90 | 101 ..... .80 | 022 1.00 | 14 ..... .20 |
| 06 ..... .95 | 3 1.05 | 201 ..... .85 | 024 1.25 | 16 ..... .20 |
| 08 1.15 | 4 1.20 | 301 ..... .95 | 026 1.50 | 18 ..... .25 |
| 010 1.35 | 6 2.00 | 401 1.05 | 028 2.00 | Steamers. |
| 012 1.65 | Pitchers & Bowls. | 501 1.15 | 030 2.25 | 7 \$1.15 |
| 021 ..... .85 | 100 \$1.55 | 1000 ..... .95 | 032 2.50 | 8 1.25 |
| 031 ..... .75 | 200 1.75 | 1010 1.00 | 80 1.25 | 9 1.50 |
| 041 ..... .90 | Dinner Plates. | 1020 1.15 | 100 1.50 | Tea Steepers. |
| 051 1.00 | 19 ..... .25 | 1030 1.25 | 120 1.75 | 2 ..... .50 |
| 061 1.15 | 20 ..... .30 | 1040 1.40 | 160 2.25 | 3 ..... .65 |
| 081 1.40 | 21 ..... .35 | 1050 1.55 | 200 2.75 | Handy Strainers. |
| 0101 1.65 | Pie Plates. | 2000 1.00 | 301 1.40 | 140 ..... .15 |
| 0121 1.85 | 27 ..... .30 | 3010 1.10 | 1001 1.75 | Gravy Strainers. |
| Comb. Dbl Sauce | 28 ..... .30 | 2020 1.20 | 1201 2.00 | 2 ..... .35 |
| Pans. | 29 ..... .35 | 2030 1.35 | 1601 2.50 | Jelly Strainers. |
| 1 \$1.50 | 30 ..... .35 | 2040 1.45 | 2001 3.00 | 20 ..... .80 |
| 11 1.75 | 31 ..... .35 | 2050 1.65 | Covered Stove Pots. | Oake Turners. |
| Comb. Triple Sauce | 80 ..... .80 | Fireless Cooker Pots | 706 \$1.25 | 13 ..... .15 |
| Pans. | 81 ..... .85 | 430 ..... .85 | 707 1.50 | 14 ..... .20 |
| 10 \$2.25 | 82 ..... .85 | 630 1.15 | 708 2.00 | Female Urinals. |
| 101 2.50 | 83 ..... .90 | 820 1.40 | 709 2.50 | 1 \$2.00 |
| Sauce Pans. | 41 ..... .55 | 1420 1.25 | 7071 1.75 | 2 \$1.85 |
| 162 ..... .55 | Lebanon Pie Plates. | 1620 1.60 | 7081 2.25 | Male Urinals. |
| 163 ..... .60 | 47 ..... .35 | 1820 1.90 | 7091 2.75 | |
| 164 ..... .70 | 48 ..... .35 | 450 1.15 | Soup Stock Pots. | |
| | 49 ..... .30 | 650 1.55 | 212 \$4.50 | |
| | 50 ..... .80 | 850 1.85 | | |

(Continued from Page 159)

3-4, \$2.75 each; Blue Wing, 3 1/4-4 1/4, \$2.75 each; Blue Wing, 4-5, \$2.75 each; Dreadnaught, 3-4, \$2.50 each; Dreadnaught, 3 1/4-4 1/4, \$2.50 each; Dreadnaught, 4-5, \$2.50 each; Bluebird, 3-4, \$2.50 each; Bluebird, 3 1/4-4 1/4, \$2.50 each; Bluebird, 4-5, \$2.50 each; Peacemaker, 3-4, \$2.65 each; Peacemaker, 3 1/4-4 1/4, \$2.65 each; Peacemaker, 4-5, \$2.65 each; Tuff Temper, 3-4, \$2.50 each; Tuff Temper, 3 1/4-4 1/4, \$2.50 each; Tuff Temper, 4-5, \$2.50 each; Quaker City, 3-4, \$2.50 each; Quaker City, 3 1/4-4 1/4, \$2.50 each; Quaker City, 4-5, \$2.50 each; Old Forge, 3-4, \$2.25 each; Old Forge, 3 1/4-4 1/4, \$2.25 each; Old Forge, 4-5, \$2.25 each; Freighters, 3-F, \$2.25 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 40c lb.; No. 4, 20c lb.; No. 1, 30c lb.; No. A, \$1.10 lb.; Challenge, \$85c lb.; Special Motor, 85c lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.00 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Liming No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—1/4 x 18, 50c each; Goose Neck No. 3659—1/4 x 24, 75c each; Goose Neck No. 3662—1/4 x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$2.85 each; No. 1662, \$3.15 each. Ever Ready same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2 inch Rough, 85c each; 1/2 inch, \$1.15 each; 1/2 inch, \$1.55 each; 1 inch, \$2.90 each. 112—1/2 inch finished, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.55 each; 1 inch, \$3.00 each. 0112—1/2 inch Nickel-plated, \$1.15 each; 1/2 inch, \$1.40 each; 1/2 inch, \$1.85 each; 1 inch, \$3.25 each.

Hose 1113—1/2 inch Rough, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.75 each; 1 inch, \$3.25 each; 1 1/4 inch, \$6.00 each; 1 1/2 inch, \$8.00 each. 113—1/2 inch Finished, \$1.15 each; 1/2 inch, \$1.40 each; 1/2 inch, \$1.80 each; 1 inch, \$3.30 each. 0113—1/2 inch Nickel-plated, \$1.25 each; 1/2 inch, \$1.50 each; 1/2 inch, \$2.00 each.

BITS—Auger

| Size 16ths. | 3 | 4-8 | 9-10 | 10-12 | 13-14 | 14-16 | 18 | 20 |
|-------------|------|------|------|-------|-------|-------|-------|-------|
| 31—List. | | | | | | | | |
| Dox... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 31—Sell. | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 |
| 100—List. | | | | | | | | |
| Dox... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 100—Sell. | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 |
| 101—List. | | | | | | | | |
| Dox... | ... | 5.00 | 6.00 | 7.00 | 8.25 | ... | ... | ... |
| 101—Sell. | | | | | | | | |
| Each... | ... | .40 | .45 | .50 | .75 | ... | ... | ... |

| | | | | | | | | | | | | | | | | | | |
|---|-----------|-------------|-------------|-----------|------------|--------|-------|---------|-----------|---------|----------|----------|------|------|------|-------|------|-------|
| Size 16ths. 3 | 4-6 | 7 | 8 | 9 | 10 | 11-12 | 13-14 | 1/4-in. | 5-16-in. | 3/8-in. | 7-16-in. | | | | | | | |
| 35-List. | | | | | | | | 2..... | .25 | 1.78 | .30 | 2.12 | .85 | 2.56 | .45 | 8.06 | | |
| Doz.... | 4.50 | 4.00 | 4.50 | 5.00 | 5.50 | 6.00 | 7.00 | 8.00 | | | 1/4-in. | .65 | 3.73 | .85 | 5.69 | 1.38 | 8.42 | |
| 35-Sell. | | | | | | | | | | | 5-16-in. | .35 | 2.24 | .40 | 2.72 | .50 | 3.27 | |
| Each.... | .30 | .25 | .30 | .35 | .40 | .45 | .50 | .60 | 2 1/2.... | .30 | 1.86 | 1/4-in. | .70 | 4.10 | .90 | 5.89 | 1.40 | 8.99 |
| Size 16ths..... | 15-16 | 17-18 | 20 | 22 | 24 | | | | 3..... | .30 | 1.94 | 1/4-in. | .35 | 2.36 | .40 | 2.88 | .55 | 3.47 |
| 35-List. | | | | | | | | | | | | 1/4-in. | .70 | 4.47 | .95 | 6.08 | 1.45 | 9.55 |
| Doz.... | | | | | | | | | 3 1/2.... | .30 | 2.02 | 5-16-in. | .40 | 2.48 | .45 | 3.04 | .55 | 3.67 |
| 35-Sell. | | | | | | | | | | | | 1/4-in. | .75 | 4.73 | 1.05 | 6.66 | 1.55 | 10.10 |
| Each.... | .45 | .65 | .75 | .90 | .95 | 1.00 | 1.10 | 1.15 | 4..... | .30 | 2.10 | 5-16-in. | .40 | 2.60 | .45 | 3.20 | .60 | 3.85 |
| Size 16ths..... | | | | | | 14 | 15 | 16 | | | | 1/4-in. | .80 | 5.00 | 1.10 | 7.24 | 1.80 | 10.66 |
| 47-List. | | | | | | | | | 4 1/2.... | .35 | 2.20 | 5-16-in. | .45 | 2.75 | .50 | 3.40 | .65 | 4.08 |
| Doz.... | 9.00 | 10.00 | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 | | | | 1/4-in. | .85 | 5.26 | 1.15 | 7.62 | 1.70 | 11.22 |
| 47-Sell. | | | | | | | | | 5..... | .35 | 2.30 | 1/4-in. | .45 | 2.90 | .50 | 3.59 | .70 | 4.28 |
| Each.... | | | | | | .75 | .70 | .85 | | | | 1/4-in. | .85 | 5.53 | 1.20 | 8.01 | 1.80 | 11.78 |
| Size 16ths. 5-8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 | | 5 1/2.... | .40 | 2.39 | 5-16-in. | .50 | 3.02 | .55 | 3.75 | .70 | 4.49 |
| 53-List. | | | | | | | | | | | | 1/4-in. | .90 | 5.80 | 1.25 | 8.40 | 1.90 | 12.34 |
| Doz.... | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 | 19.00 | 20.50 | 6..... | .40 | 2.47 | 5-16-in. | .50 | 3.14 | .60 | 3.91 | .75 | 4.70 |
| 53-Sell. | | | | | | | | | | | | 1/4-in. | .95 | 6.06 | 1.30 | 8.79 | 1.95 | 12.90 |
| Each.... | 1.35 | 1.50 | 1.65 | 1.80 | 1.90 | 1.95 | 2.35 | 2.45 | 6 1/2.... | | | 1/4-in. | .55 | 3.27 | .65 | 4.07 | .80 | 4.90 |
| Solid Center, in Sets—11 1/4, \$1.60 set; 15, \$3.55 set; 26, \$5.40 set; 35, \$7.90 set; 35 C, \$5.00 set. | | | | | | | | | | | | 1/4-in. | 1.00 | 6.33 | 1.40 | 9.17 | 2.10 | 13.46 |
| Irwin, in Sets—53, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. | | | | | | | | | 7..... | | | 1/4-in. | .55 | 3.89 | .65 | 4.24 | .85 | 5.10 |
| Russell Jennings, in Sets—4520 1/2, \$4.90 set; 4532 1/2, \$5.25 set; 4720 1/2, \$5.10 set. | | | | | | | | | | | | 1/4-in. | 1.00 | 6.59 | 1.45 | 9.56 | 2.20 | 14.03 |
| BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each. | | | | | | | | | 8..... | | | 1/4-in. | .60 | 3.68 | .70 | 4.59 | .90 | 5.51 |
| BEVELS—Sliding T—No. 18: 6-in., 75c 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c. | | | | | | | | | | | | 1/4-in. | 1.10 | 7.12 | 1.60 | 10.34 | 2.35 | 15.15 |
| BLOCKS—Wood Tackle. | | | | | | | | | 9..... | | | 1/4-in. | .75 | 4.90 | | | | |
| Com. Singl. | Com. Dbl. | Com. Triple | Pat. Singl. | Pat. Dbl. | Pat. Trpl. | | | | | | | 1/4-in. | 1.15 | 7.65 | 1.75 | 11.12 | 2.50 | 16.27 |
| 3-inch..... | \$.80 | \$1.45 | \$1.90 | \$1.20 | \$2.20 | \$3.20 | | | 10..... | | | 1/4-in. | .80 | 5.22 | | | | |
| 4-inch..... | .95 | 1.75 | | | | | | | | | | | | | | | | |

RETAIL SELLING PRICE—Continued.

BELLS—2 1/2-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each.

BOLTS—

| Common Carriage—3-16 & 1/4-in. 5-16-in. | | | | |
|---|----------|----------|----------|----------|
| | Doz. 100 | Doz. 100 | Doz. 100 | Doz. 100 |
| 1-1 1/2 | .20 | 1.00 | .25 | 1.40 |
| 2 | .20 | 1.10 | .25 | 1.52 |
| 2 1/2 | .20 | 1.20 | .30 | 1.64 |
| 3 | .20 | 1.30 | .30 | 1.76 |
| 3 1/2 | .25 | 1.40 | .30 | 1.88 |
| 4 | .25 | 1.50 | .30 | 2.00 |
| 4 1/2 | .25 | 1.60 | .35 | 2.12 |
| 5 | .25 | 1.70 | .35 | 2.24 |
| 5 1/2 | .30 | 1.80 | .40 | 2.36 |
| 6 | .30 | 1.90 | .40 | 2.48 |
| 6 1/2 | .35 | 2.15 | .45 | 2.60 |
| 7 | .35 | 2.40 | .45 | 3.11 |
| 7 1/2 | .40 | 2.75 | .50 | 3.24 |
| 8 | .40 | 3.05 | .50 | 3.37 |
| 8 1/2 | | | .55 | 3.51 |
| 9 | | | .55 | 3.65 |
| 9 1/2 | | | .60 | 3.79 |
| 10 | | | .60 | 3.92 |

BOTTLES—Vacuum.

| | Thermos. | Universal. |
|--------|----------|------------|
| 10 | \$1.75 | 61 \$1.75 |
| 10q | 2.75 | 62 2.75 |
| 11 | 3.00 | 21 3.00 |
| 11q | 3.25 | 22 3.25 |
| 14 | 2.25 | 71 2.25 |
| 14q | 3.50 | 72 3.50 |
| 15 1/2 | 2.75 | 91 3.00 |
| 15 | 3.00 | 92 4.50 |
| 15q | 4.50 | 81 3.25 |
| 6 | 3.25 | 82 5.00 |
| 6q | 5.00 | |

Fillers—Thermos and Universal.

| | | |
|-------------|----------|-------------|
| 1/2 Pint | | \$1.25 |
| 1 Pint | | 1.50 |
| 1 Quart | | 3.50 |
| Lunch Kits— | Thermos. | Universal. |
| 391 & 395 | \$3.00 | \$10 \$3.25 |
| 392 & 396 | 3.25 | 410 3.50 |
| 393 & 397 | 3.50 | 510 3.75 |
| 394 & 398 | 4.25 | |

BOXES—Mitre—

| Goodell— | | Langdon— | |
|--------------------------|---------|----------|-------|
| 26x4 | \$15.00 | 15 | 19.50 |
| 28x5 | 16.50 | 16 | 20.00 |
| 30x5 | 17.00 | Acme— | |
| 30x6 | 19.00 | 73 | 17.00 |
| New Langdon Imp.— | | 75 | 18.00 |
| 32 | 14.50 | 74 | 19.00 |
| 33 | 15.00 | Stanley— | |
| 34 | 17.00 | 246 | 14.25 |
| 35 | 17.50 | 50 1/2 | 7.50 |
| Sears— | | 244 | 14.00 |
| 1 | 2.75 | 358 | 16.25 |
| Perfection— | | 460 | 19.00 |
| 2 | 3.25 | 346 | 14.25 |
| Parts: Add to list, 25%. | | | |

| BRADS—Wire. | Bulk per lb. | 1/4-lb. pkgs. | 1/2-lb. pkgs. |
|-------------------|--------------|---------------|---------------|
| 1/4 & 1/2 inch | .30 | .15 | .10 |
| 3/4 to 1 1/4 inch | .30 | .15 | .10 |
| 1 1/2 to 2 inch | .15 | .15 | .10 |

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD MAKERS—Universal—No. 2 each, \$2.25; No. 4, \$2.50; No. 8, \$3.50.

BRIGHT WIRE GOODS—

| Gate Hooks and Eyes— | | 1 1/2 | 2 | 2 1/2 | 3 | 3 1/2 | 4 | 6 |
|----------------------|------|-------|------|-------|------|-------|------|------|
| 40 | Doz. | .20 | .25 | .30 | .35 | .40 | .50 | .80 |
| 1040 | Doz. | .80 | 1.00 | 1.15 | 1.50 | 1.85 | 2.00 | 3.50 |

BROOMS—

| No. or Brand | | Each | Household | | Each |
|--------------|--|--------|-----------|--|--------|
| 0 Toy | | \$.20 | Pima | | \$1.35 |
| 00 Toy | | .30 | Navajo | | 1.30 |
| Astec | | 1.00 | Warehouse | | 1.25 |
| Cortez | | 1.10 | 10 | | 1.20 |
| Verde | | 1.25 | 229 | | 1.40 |
| Union | | 1.15 | 230 | | .90 |
| Apache | | 1.25 | | | |

| | | Push or Street | | |
|-----|---|----------------|-----|------|
| 114 | B | 1.00 | 252 | 1.35 |
| 116 | B | 1.10 | 253 | 1.45 |
| 120 | | .75 | 254 | 1.65 |
| 121 | | .80 | 256 | .85 |
| 122 | | .90 | 258 | 1.30 |
| 123 | | 1.40 | 260 | 1.40 |

BRUSHES—

| No. or Brand | | Each | No. or Brand | | Each |
|--------------------|--|------|--------------|-----|------|
| 3 | | .45 | 7 | | .55 |
| 5 | | .50 | 10 | | .80 |
| 5 1/2 | | .50 | 15 | | .55 |
| Counter or Dusting | | 20 | | .90 | |
| 15 | | .60 | 7 | | 1.55 |
| 17 | | .80 | | | |

Floor or Garage

| | | | |
|-----|------|-----|------|
| 12 | .80 | 220 | 2.15 |
| 14 | 1.00 | 224 | 2.70 |
| 16 | 1.20 | 312 | 1.20 |
| 112 | 1.30 | 314 | 1.40 |
| 114 | 1.50 | 316 | 1.65 |
| 116 | 1.75 | 614 | 3.50 |
| 214 | 1.20 | 616 | 4.15 |
| 216 | 1.65 | 618 | 4.75 |
| 218 | 1.90 | | |

Hand or Nail

| Daisy | .05 | Windsor | .10 |
|-------------|------|----------|-----|
| Horse | | Shoo Fly | .40 |
| Collie | .85 | Wolf | .60 |
| Hound | .50 | 72 | .30 |
| Mastiff | .60 | 73 | .50 |
| Pointer | .40 | 73 P | .45 |
| Spaniel | .35 | 800 | .60 |
| St. Bernard | 1.00 | | |

Kalsomine

| | | | |
|-----|------|-----|------|
| 240 | 4.75 | 310 | 1.50 |
|-----|------|-----|------|

Marking

| | | | |
|---|-----|---|-----|
| 1 | .10 | 4 | .15 |
| 2 | .10 | 5 | .15 |
| 3 | .10 | 6 | .15 |

Paint

| | | | |
|------------|-----|------------|------|
| 151, 2 1/2 | .25 | 159, 3 1/2 | .80 |
| 151, 3 | .35 | 159, 4 | 1.00 |
| 151, 3 1/2 | .45 | 165, 3 | .90 |
| 151, 4 | .60 | 165, 3 1/2 | 1.25 |
| 155, 3 | .60 | 165, 4 | 1.50 |
| 155, 3 1/2 | .60 | 165, 4 1/2 | 1.75 |
| 155, 4 | .80 | 228, 3 1/2 | 1.85 |
| 155, 4 1/2 | .90 | 228, 4 | 1.75 |
| 159, 2 1/2 | .50 | 228, 4 1/2 | 2.25 |
| 159, 3 | .60 | | |

Roofing

| | | | |
|-----|------|-----|------|
| 401 | 1.25 | 404 | 1.50 |
|-----|------|-----|------|

Sash

| | | | |
|-------|-----|-------|-----|
| 20, 2 | .15 | 20, 6 | .20 |
| 20, 4 | .15 | 20, 8 | .25 |

Scrub

| | | | |
|-----------|-----|---------|-----|
| Alligator | .35 | Monitor | .40 |
| Bird | .10 | Mouse | .15 |
| Boston | .25 | Rat | .20 |
| Cat | .25 | 501 | .20 |
| Cruiser | .25 | 510 | .25 |
| Duck | .20 | 512 | .20 |
| Gem | .15 | 601 | .25 |
| Goose | .25 | 604 | .50 |
| Hub | .30 | | |

Shoe

| | | | |
|----|-----|-----|-----|
| 00 | .20 | 22 | .95 |
| 2 | .15 | 38 | .35 |
| 14 | .30 | 214 | .75 |
| 21 | .20 | 608 | .50 |

Sink

| | | | |
|-------|-----|-----------|-----|
| Magic | .15 | 1 Pot (0) | .05 |
| Owl | .15 | | |

Shaving

| | | | |
|-----|------|------|------|
| 124 | .60 | 349 | .85 |
| 125 | .75 | 350 | .85 |
| 126 | .85 | 357 | .90 |
| 221 | 1.00 | 371 | 1.00 |
| 222 | 1.45 | 491 | .75 |
| 250 | .40 | 492 | .85 |
| 252 | 3.00 | 493 | 1.15 |
| 260 | 2.00 | 500 | .45 |
| 275 | .25 | 2731 | .85 |
| 310 | .35 | 6870 | .75 |

Stencil

| | | | |
|--------|-----|---------|-----|
| 408, 4 | .20 | 408, 8 | .40 |
| 408, 6 | .25 | 408, 10 | .50 |

Window

| | | | |
|----------------|-----|----------------|-----|
| 00 | .75 | 1512, Squeegee | .35 |
| 3 | .60 | 1514, Squeegee | .40 |
| 7 | .85 | 1516, Squeegee | .75 |
| 1510, Squeegee | .30 | | |

BUCKETS—

| Common Galv. | | Each | Stock— | | Each |
|---------------|--|--------|------------|--|--------|
| 8 | | \$.40 | 14 | | \$.90 |
| 10 | | .50 | 16 | | 1.00 |
| 12 | | .60 | 18 | | 1.15 |
| 14 | | .65 | 20 | | 1.25 |
| 16 | | .75 | Well Galv. | | Each |
| Garbage Galv. | | Each | 10 Qt. | | \$.85 |
| 00 | | \$1.60 | 12 Qt. | | 1.00 |
| 02 | | 1.85 | Wood— | | Each |
| 08 | | 2.25 | Short ear | | \$.85 |
| | | | Strap ear | | .90 |

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2x4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

RETAIL SELLING PRICE—Continued.

| CATCHES— | | Cupboard | |
|----------------------|------|----------------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 024 | .10 | 4112, SR, SHA, KF, E | .10 |
| 329, R, EA, E | .05 | 8002, EA, SHA, E | .25 |
| 4002, R, EA, HA | .10 | 9400, R, EA | .05 |
| 4002, SR, SHA, KF, E | .10 | 9400, SHA, E | .05 |
| 4112, R, EA, HA | .10 | | |

| | | Elbow | |
|--------------|------|--------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 10 | .05 | 15 | .15 |
| 12 | .10 | 18 | .05 |

| | | Forge | |
|--------------|------|--------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 85 F | .05 | 12 F | .20 |
| 11 F | .10 | | |

| | | French Window | |
|-----------------|------|----------------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 2103 | .10 | 4102, SR, SHA, KF, E | .15 |
| 4102, R, EA, HA | .15 | | |

| | | Friction Cabinet | |
|---------------|------|-------------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 01820 1/4, EA | .15 | 01820 1/4, SHA, E | .20 |

| | | Screen | |
|--------------|------|--------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 21 | .20 | R 25 | .20 |
| J 25 | .20 | E 25 | .25 |

| | | Show Case | |
|--------------|------|--------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 1 | .25 | 24 | .45 |

| | | Transom | |
|---------------------|------|---------------------|------|
| No. or Brand | Each | No. or Brand | Each |
| 3278 1/4 | .85 | 4442 1/4, SH, KF, E | .25 |
| 4433, R, EA, KF | .25 | 4633, R, EA | .50 |
| 4433, SHA, E | .25 | 4633, SHA, KF, E | .60 |
| 4433 1/4, R, EA, KF | .25 | 8433, EA | .75 |
| 4433 1/4, SHA, E | .25 | 8433, E | .75 |
| 4433 1/4, R, EA | .25 | 8433 1/4, EA | .75 |
| 4433 1/4, SHA, KF | .80 | 8433 1/4, SHA, E | .75 |
| 4442, R, EA | .25 | 8442 1/4, EA | .65 |
| 4442, SHA, KF, E | .25 | 8442 1/4, SHA, E | .65 |
| 4442 1/4, R, EA | .25 | | |

| CHAINS— | | Tire—Weeds' | |
|------------|--------|-------------|-------|
| Size | Pair | Size | Pair |
| 2 1/2 x 28 | \$3.50 | 4 1/2 x 30 | 6.50 |
| 2 1/2 x 30 | 3.75 | 4 1/2 x 32 | 7.00 |
| 3 x 28 | 4.00 | 4 1/2 x 33 | 7.50 |
| 3 x 30 | 4.50 | 4 1/2 x 34 | 7.50 |
| 3 x 32 | 5.00 | 4 1/2 x 35 | 8.00 |
| 3 x 34 | 5.50 | 4 1/2 x 36 | 8.50 |
| 3 x 36 | 6.00 | 4 1/2 x 37 | 8.75 |
| 3 1/2 x 28 | 4.50 | 4 1/2 x 38 | 9.50 |
| 3 1/2 x 30 | 5.00 | 4 1/2 x 40 | 11.00 |
| 3 1/2 x 32 | 5.50 | 5 x 34 | 8.50 |
| 3 1/2 x 34 | 6.00 | 5 x 35 | 9.00 |
| 3 1/2 x 36 | 6.50 | 5 x 36 | 9.00 |
| 4 x 30 | 5.50 | 5 x 37 | 9.75 |
| 4 x 31 | 6.00 | 5 x 38 | 10.50 |
| 4 x 32 | 6.00 | 5 x 39 | 11.25 |
| 4 x 33 | 6.50 | 5 x 40 | 12.00 |
| 4 x 34 | 7.00 | 5 1/2 x 36 | 12.00 |
| 4 x 35 | 7.50 | 5 1/2 x 37 | 13.00 |
| 4 x 36 | 7.50 | 5 1/2 x 38 | 14.00 |
| 4 x 37 | 8.00 | 6 x 38 | 14.00 |
| 4 x 40 | 10.00 | 6 x 40 | 15.00 |

CHAIN—German Straight Link (coil)—
6-0, 15c ft.; 5-0, 12 1/2c ft.; 4-0, 10c ft.; 3-0, 8c ft.; 2-0, 7 1/2c ft.; 0, 7c ft.; 1, 6c ft.; 2, 5c ft.
Norway Straight Link (coil)—1/4, 20c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 18c lb.

Passing Link (coil)—4-0, 12c ft.; 3-0, 11c lb.; 2-0, 10c lb.
Proof Straight Link (coil)—3-16 black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 3/8, 20c lb.; 7-16, 18c lb.; 1/2, 16c lb.; 3/4, 15c lb.; 1, 15c lb.

Proof Twisted Link (coil)—3-16 black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 3/8, 20c lb.; 7-16, 18c lb.

B.B. Proof Straight Link (coil)—5-16, 25c lb.; 3/8, 22c lb.; 1/2, 20c lb.; 3/4, 18c lb.; 1, 18c lb.

Twisted Machine Coppered (coil)—4-0, 16c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 14c ft.

Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12c yd.; 8 Iron, 15c yd.; 120 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 15c yd.; 114 brass, 20c yd.; 113 brass, 25c yd.; 112 brass, 30c yd.; 110 brass, 45c yd.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 3c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 2 1/2c ft.; 10 Cable, 25c ft.; 56 Universal, 5c ft.

Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set.

CHALK—Carpenters, per piece, 2 1/2c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100' ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. ball—size 150, each 10c; size 250, each 10c; size 350, each 10c.

CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-13, \$6.30; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmner, No. 33, 1/4-inch plain, 55c each; 1/2-inch, 60c each; 3/4-inch, 65c each; 1-inch, 70c each; 1 1/4-inch, 75c each; 1 1/2-inch, 80c each; 1 3/4-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.15 each; 1 3/4-inch, \$1.25 each; 2-inch,

\$1.35 each. No. 36, 1/4-inch beveled, 75c each; 1/2-inch, 75c each; 3/4-inch, 80c each; 1-inch, 85c each; 1 1/4-inch, 90c each; 1 1/2-inch, 95c each; 1 3/4-inch, \$1.00 each; 1-inch, \$1.10 each; 1 1/4-inch, \$1.20 each; 1 1/2-inch, \$1.35 each; 1 3/4-inch, \$1.50 each; 2-inch, \$1.75 each.

Buck Bros., Socket Framing, No. 56, 1/4-inch, 80c each; 1/2-inch, 85c each; 3/4-inch, 90c each; 1-inch, 95c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.05 each; 1-inch, \$1.10 each; 1 1/4-inch, \$1.25 each; 1 1/2-inch, \$1.40 each; 1 3/4-inch, \$1.50 each; 2-inch, \$1.65 each.

Buck Bros., Tanged Butt, No. 4, 1 1/4-inch, \$1.25 each; 1 1/2-inch, \$1.30 each; 1 3/4-inch, \$1.75 each; 2-inch, \$1.90 each.

Buck Bros., Tanged Turning, No. 21, 1/4-inch, 45c each; 1/2-inch, 50c each; 3/4-inch, 55c each; 1-inch, 60c each; 1 1/4-inch, 70c each; 1 1/2-inch, 75c each; 1 3/4-inch, 80c each; 1-inch, 90c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.30 each; 1 3/4-inch, \$1.60 each; 2-inch, \$1.80 each.

Everlasting Pocket, No. 40E, 1/4-inch, 80c each; 1/2-inch, 85c each; 3/4-inch, 90c each; 1-inch, 95c each; 1 1/4-inch, 95c each; 1 1/2-inch, \$1.00 each; 1 3/4-inch, \$1.10 each; 1-inch, \$1.15 each; 1 1/4-inch, \$1.20 each; 1 1/2-inch, \$1.30 each; 1 3/4-inch, \$1.40 each; 2-inch, \$1.60 each.

Cape, No. 150 (50), 1/4-inch, 25c each; 3-16 inch, 25c each; 1/2-inch, 35c each; 5-16 inch, 35c each; 3/4-inch, 35c each; 1-inch, 35c each; 1 1/4-inch, 40c each; 1 1/2-inch, 40c each; 1 3/4-inch, 50c each.

Diamond Point, No. 55 (155), 1/4-inch, 35c each; 5-16 inch, 35c each; 3/4-inch, 40c each; 1-inch, 50c each.

Regular or Common Taper, No. 40, 1/4-inch, 10c each; 5-16 inch, 10c each; 3/4-inch, 15c each; 1-inch, 15c each; 1 1/4-inch, 20c each; 1 1/2-inch, 30c each; 1 3/4-inch, 40c each; 1-inch, 50c each.

Chrome Nickel Black, No. 46 H (145), 1/4-inch, 15c each; 5-16 inch, 20c each; 3/4-inch, 20c each; 1-inch, 25c each; 1 1/4-inch, 30c each; 1 1/2-inch, 40c each; 1 3/4-inch, 55c each; 1-inch, 70c each.

Chrome Nickel Polished, No. 56 H (607), 1/4-inch, 20c each; 5-16 inch, 20c each; 3/4-inch, 25c each; 1-inch, 30c each; 1 1/4-inch, 40c each; 1 1/2-inch, 50c each; 1 3/4-inch, 65c each; 1-inch, 85c each.

CHOPPERS—Meat and Food—

| Universal— | | Enterprise— | |
|------------|--------|-------------|--------|
| No. | Price | No. | Price |
| 0 | \$1.50 | 5 | \$2.50 |
| 1 | 1.85 | 10 | 4.25 |
| 2 | 3.25 | 501 | 1.25 |
| 3 | 3.00 | 602 | 1.50 |

CHURNS—Barrel, No. 0, \$5.40 each; 1, \$6.10 each; 2, \$6.85 each; 3, \$7.65 each; 4, \$9.80 each; 5, \$11.50 each.

Glass, Dasey (Churns), No. 10, \$1.50; 20, \$2.00; 30, \$2.85; 40, \$3.20. Glass, Dasey (Jars), No. 10, 45c; 20, 80c; 30, \$1.05; 40, \$1.30.

Tin, without Dasher, 1 1/2-gallon, \$1.50 each; 2-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.85 each.

Dashers Only, No. 40, 15c each.

CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.30 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00 each; 64, \$2.65 each; 65, \$3.50 each.

Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 33, 15c each.

CLEANERS—Window—

| Rubber— | | Wood Floor— | |
|---------|--------|-------------|--------|
| Size | Price | Size | Price |
| 10-inch | \$.25 | 16-inch | \$.40 |
| 12-inch | .30 | 18-inch | .45 |
| 14-inch | .35 | 16-inch | .50 |

CLEANERS—Malleable, 15c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c; 1/2, 15c; 3/4, 20c; 1, 30c; 1 1/4, 35c; 1 1/2, 45c.

CLIPPERS—Bolt—

| New Easy— | | Extra Outters | |
|-----------|--------|---------------|--------|
| No. | Price | No. | Price |
| No. 0 | \$3.50 | No. 0 | \$2.00 |
| No. 1 | 4.50 | No. 1 | 2.25 |
| No. 2 | 6.25 | No. 2 | 5.00 |
| No. 3 | 8.00 | No. 3 | 8.75 |

O. K.—

| Size | Price | Size | Price |
|---------|-------|------|-------|
| 10-inch | 1.50 | | |
| 14-inch | 1.75 | | |

CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$3.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.35; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$3.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50.

CLOTH—Emery, Nos. 0 to 2 1/2, 10c straight; No. 3, 15c, 2 for 25c. Carborundum or Aloxit—Nos. FF-90, 10c straight.

CLOTH, WIRE—Screen, 12 M, black, 3 1/2c sq. ft.; 16 M, black, 5c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 4 1/2c sq. ft.; 16 M, galvanized, 5c sq. ft.; 14 M, Opal, 5c sq. ft.; 16 M, Opal, 5c sq. ft.

COAL—Blacksmith—Catch weight sacks, per 100 lbs. \$1.65; Per 125-lb. sack \$2.35.

COAL CHUTES—Hercules—

| No. | Price | No. | Price |
|--------------|---------|--------------|---------|
| No. 1, 16x18 | \$18.00 | No. 5, 20x24 | \$17.50 |
| No. 2, 18x20 | 15.00 | No. 6, 16x18 | 14.50 |
| No. 3, 20x24 | 20.00 | No. 7, 20x24 | 17.50 |
| No. 4, 16x18 | 11.00 | No. 8, 18x24 | 28.00 |

| | | | | | | | | | |
|--|---------|------------|----------------|-----------------|---------------------------------|--------------------------------------|------|-------------------|------|
| COLORS—Dry— | | Lb. | Lb. | | Blacksmiths' Round Shank | | | | |
| Lamp Black | | \$.25 | Van Dyke | | \$.18 | C 116 | Open | C 120 | Open |
| Ivory Drop Black | | .25 | Chrome Green | | \$.25 | M 110 | Open | M 112 | Open |
| Prussian Blue | | .85 | Chrome Yellow | | .25 | M 418 | Open | M 412 | Open |
| Ultra Blue | | .50 | Ochre Golden | | .10 | S 110 | Open | S 111 | Open |
| Umber Raw | | .15 | Ochre Yellow | | .04 | Square Ratchet Shank | | | |
| Umber Burnt | | .15 | Venetian | | .04 | C 111 | Open | M 400 | Open |
| Sienna Raw | | .15 | Indian Red | | .15 | M 109 E | Open | S 104 A | Open |
| Sienna Burnt | | .15 | | | | Straight Shank | | | |
| COLORS—In Oil— | | | Red—Amer Verm. | 1 lb. | .60 | C 108 | | C 109 | Open |
| Black—Eng Coach | 1 lb. | \$.50 | Eng. Verm. | 1/2 lb. | 1.40 | M 105 | | M 106 | Open |
| Ivory Drop | 1 lb. | .40 | Eng. Verm. | 1 lb. | 2.80 | M 330 | | M 332 | Open |
| Lamp | 1 lb. | .45 | Tuscan | | .45 | S 105 | | S 106 | Open |
| Blue—Prussian | 1/4 lb. | .40 | Indian | | .30 | C 108 A | | C 110 | Open |
| 1/4 lb. | | .65 | Venetian | | .38 | M 107 | | M 104 | Open |
| 1 lb. | | 1.25 | Rose Pink | | .60 | M 340 | | M 314 | Open |
| Ultram | 1/4 lb. | .20 | Rose Lake | | 1.05 | S 107 | | S 104 B | Open |
| 1/4 lb. | | .35 | Dutch Pink | | .75 | Taper Shank | | | |
| 1 lb. | | .60 | Carmine | | 1.40 | C 106 | Open | M 302 | Open |
| Cobalt | 1 lb. | .80 | Turkey | | 1.70 | M 103 | Open | S 104 | Open |
| Brown—R&B Sienna | 1 | .40 | Para | | 1.30 | Bits, Wood (Syracuse Pattern) | | | |
| Umber 1 lb. | | .40 | Yellow—Chrome | 1 lb. | .50 | C 114 A, S 109 A | | C 114 A, S 109 A | |
| Van Dyke 1 lb. | | .50 | Ochre—Golden | 1 lb. | .35 | 2 | .25 | 2 | .50 |
| Green—Chrome 1 lb. | | .40 | Yellow, 1 lb. | | .25 | 3 | .25 | 3 | .50 |
| COPPER—Sheet, 75c lb. | | | | | | 4 | .25 | 4 | .55 |
| CORD (SASH)—Samson Spot (hanks), No. 6 S, \$1.45 hank; | | | | | | 5 | .25 | 5 | .55 |
| 7 S, \$1.95 hank; 8 S, 8 SC, \$2.45 hank; 10 S, 10 SC, \$3.85 | | | | | | 6 | .30 | 6 | .65 |
| hank; 12 S, 12 SC, \$5.35 hank; WP 12 SC (coils), \$1.00 lb. | | | | | | 7 | .30 | 7 | .70 |
| Phoenix (coils only), 6 C, 7 C, 8 C, 10 C, 12 C, 14C, 16 C, | | | | | | 8 | .35 | 8 | .75 |
| WP 8 C, 75c lb. | | | | | | 9 | .45 | 9 | .80 |
| Union (hanks), No. 6, \$1.10 hank; 7, \$1.35 hank; 8, \$1.80 | | | | | | 10 | .45 | 10 | .85 |
| hank; 10, \$2.95 hank; 12, \$3.95 hank. | | | | | | 11 | .50 | 11 | 1.15 |
| COTTERS—Hammer Lock or Regular Spring. | | | | | | Bit Stock | | | |
| 1-16, 5-64, 3-32 in. | | | 1/4 in. | 5-32 in. | | C 114, M 109 or M | | C 114, M 109 or M | |
| Length— | 100 | 1000 | 100 | 1000 | | 390, and S 108— | | 390, and S 108— | |
| 1/4-inch | \$.20 | \$1.25 | \$.30 | \$2.00 | \$.35 | 1-16 | .20 | 15-32 | .80 |
| 1/2-inch | .25 | 1.40 | .30 | 2.00 | .40 | 8-32 | .20 | 1/4 | .90 |
| 3/4-inch | .25 | 1.65 | .35 | 2.25 | .45 | 1/2 | .25 | 17-32 | 1.10 |
| 1-inch | .25 | 1.80 | .40 | 2.55 | .50 | 5-32 | .30 | 9-16 | 1.20 |
| 1 1/4-inch | .30 | 2.05 | .45 | 2.85 | .60 | 8-16 | .35 | 19-32 | 1.25 |
| 1 1/2-inch | .35 | 2.50 | .50 | 3.40 | .70 | 7-32 | .35 | 1/2 | 1.85 |
| 2-inch | .40 | 3.00 | .60 | 4.00 | .80 | 1/4 | .40 | 11-16 | 1.40 |
| | | | 1/2 in. | 5-16 in. | | 9-32 | .60 | 13-16 | 1.80 |
| 1/2-inch | \$.50 | \$3.75 | \$1.00 | \$6.75 | \$1.75 | 5-16 | .60 | 1/2 | 1.85 |
| 1-inch | .60 | 4.25 | 1.00 | 8.00 | 2.00 | 11-32 | .60 | 1/2 | 1.85 |
| 1 1/4-inch | .70 | 5.00 | 1. | | | | | | |

RETAIL SELLING PRICE—Continued.

HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 3010, Plumb's, \$2.15; 3011, Plumb's, \$2.50.
**Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, Philadelphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's, \$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85.
**Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.15; PTC, Philadelphia, \$1.25; PTC 3, Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.50.
**Derrick—No. 582, Plumb's, \$2.00 each.
**Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50.
**Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50; 2962, \$1.50; 2963, \$1.50.
**Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50.
**Shingling, No. PST 1, Philadelphia, \$1.10 each; PTS 2, Philadelphia, \$1.15; PTS 3, Philadelphia, \$1.25; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 593, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.50.
Warehouse, No. 650 W, Plumb's, \$2.00 each.**************

HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c.

Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.

HINGES & BUTTS (Screws Included)—

| No. 900 Lt. Strap Hinges. | | | No. 733. | | |
|---------------------------|-------|---------|---------------|-------|---------|
| 3-inch | Pr. | Ds. Pr. | 2½x2½-in. | Pr. | Ds. Pr. |
| 3-inch | \$.20 | \$1.75 | 3x3-in. | \$.40 | \$.45 |
| 4-inch | \$.25 | 2.10 | 3½x3½-in. | \$.40 | \$.45 |
| 5-inch | \$.30 | 2.15 | 4x4-in. | \$.50 | \$.55 |
| 6-inch | \$.35 | 2.90 | 4½x4½-in. | \$.75 | \$.85 |
| No. 935 Cor. Strap Hgs. | | | No. 241 F&D2. | | |
| 4-inch | Pr. | Ds. Pr. | 5x5-in. | Pr. | Ds. Pr. |
| 4-inch | \$.35 | \$2.40 | 5½x5½-in. | 1.00 | 1.10 |
| 5-inch | \$.35 | 3.75 | 6x6-in. | 1.25 | 1.35 |
| 6-inch | \$.40 | 4.00 | | 1.40 | 1.50 |
| 8-inch | \$.60 | 5.60 | No. 241 SF 2. | | |
| 10-inch | \$.90 | 9.50 | 2½x2½-in. | Pr. | Ds. Pr. |
| 12-inch | 1.35 | 13.00 | 3x3-in. | \$.40 | \$.45 |
| No. 904 Lt. Tee Hinges. | | | 3½x3½-in. | \$.40 | \$.45 |
| 3-inch | Pr. | Ds. Pr. | 4x4-in. | \$.55 | \$.65 |
| 3-inch | \$.15 | \$1.75 | 4½x4½-in. | \$.80 | \$.95 |
| 4-inch | \$.30 | 1.90 | 5x5-in. | 1.00 | 1.20 |
| 5-inch | \$.30 | 2.10 | 5½x5½-in. | 1.20 | 1.50 |
| 6-inch | \$.35 | 2.40 | 6x6-in. | 1.50 | 1.65 |
| No. 937 Cor. Tee Hinges. | | | No. 241 H&N. | | |
| 4-inch | Pr. | Ds. Pr. | 2½x2½-in. | Pr. | Ds. Pr. |
| 4-inch | \$.35 | \$2.00 | 3x3-in. | \$.45 | \$.50 |
| 5-inch | \$.40 | 2.40 | 3½x3½-in. | \$.50 | \$.55 |
| 6-inch | \$.60 | 3.00 | 4x4-in. | \$.60 | \$.65 |
| 8-inch | \$.75 | 3.80 | 4½x4½-in. | \$.85 | \$.95 |
| 10-inch | 1.20 | 12.75 | 5x5-in. | 1.05 | 1.15 |
| 12-inch | 1.75 | 17.00 | 5½x5½-in. | 1.25 | 1.50 |
| No. 838 Butts. | | | No. 241 H&N. | | |
| ¼-inch | Pr. | Ds. Pr. | 2½x2½-in. | Pr. | Ds. Pr. |
| ¼-inch | \$.10 | \$.75 | 3x3-in. | \$.50 | \$.55 |
| 1-inch | \$.10 | \$.85 | 3½x3½-in. | \$.60 | \$.65 |
| 1½-inch | \$.10 | \$.95 | 4x4-in. | \$.75 | \$.85 |
| 2-inch | \$.10 | 1.05 | 4½x4½-in. | 1.00 | 1.00 |
| 2½-inch | \$.15 | 1.20 | 5x5-in. | 1.10 | 1.20 |
| 3-inch | \$.15 | 1.30 | 5½x5½-in. | 1.25 | 1.50 |
| 3½-inch | \$.15 | 1.45 | 6x6-in. | 1.60 | 1.75 |
| 4-inch | \$.20 | 1.60 | 1475 F&D2 | 2.25 | 2.20 |
| 4½-inch | \$.20 | 1.85 | 1475 SF2&N | 2.25 | 2.20 |
| 5-inch | \$.20 | 2.15 | 1474 F&D2, 1½ | 2.25 | 2.40 |
| 5½-inch | \$.25 | 2.50 | No. 160 F&D2. | | |
| No. 840. | | | 2½-in. | Pr. | Ds. Pr. |
| 1½-inch | Pr. | Ds. Pr. | 2½-in. | \$.40 | \$.50 |
| 1½-inch | \$.15 | \$1.45 | 3-in. | \$.45 | \$.55 |
| 1¾-inch | \$.15 | 1.60 | 3½-in. | \$.55 | \$.65 |
| 2-inch | \$.15 | 1.65 | 4-in. | \$.70 | \$.80 |
| 2½-inch | \$.20 | 1.80 | 4½-in. | \$.95 | 1.05 |
| 2¾-inch | \$.20 | 2.00 | No. 160 N. | | |
| 3-inch | \$.20 | 2.10 | 2½-in. | Pr. | Ds. Pr. |
| 3-inch | \$.25 | 2.20 | 2½-in. | \$.45 | \$.50 |
| No. 781½. | | | 3-in. | \$.50 | \$.60 |
| 3½x3½-in. | Pr. | Ds. Pr. | 3½-in. | \$.60 | \$.70 |
| 3½x3½-in. | \$.40 | \$.45 | 4-in. | \$.65 | \$.75 |
| 4x4-in. | \$.40 | \$.45 | 4½-in. | 1.00 | 1.15 |
| 4x4-in. | \$.50 | \$.55 | No. 160 S F2. | | |
| 4½x4½-in. | \$.75 | \$.85 | 2½-in. | Pr. | Ds. Pr. |
| 5x5-in. | 1.05 | 1.05 | 2½-in. | \$.45 | \$.55 |
| 5½x5½-in. | 1.25 | 1.85 | 3-in. | \$.55 | \$.65 |

| | | |
|--------|-------|-------|
| 3½-in. | \$.60 | \$.70 |
| 4-in. | \$.70 | \$.80 |
| 4½-in. | \$.90 | 1.00 |

| No. 165 F&D2. | | |
|---------------|-------|---------|
| 1½-in. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | \$.40 |
| 2-in. | \$.40 | \$.45 |
| 2½-in. | \$.45 | \$.50 |
| 3-in. | \$.55 | \$.65 |
| 3½-in. | \$.65 | \$.75 |
| 4-in. | \$.80 | \$.95 |
| 4½-in. | 1.20 | 1.35 |

| No. 165N&SF2. | | |
|---------------|-------|---------|
| 1½-in. | Pr. | Ds. Pr. |
| 1½-in. | \$.40 | \$.45 |
| 2-in. | \$.45 | \$.50 |
| 2½-in. | \$.50 | \$.55 |
| 3-in. | \$.60 | \$.70 |
| 3½-in. | \$.70 | \$.80 |
| 4-in. | \$.80 | \$.90 |
| 4½-in. | 1.20 | 1.30 |

| No. 295 F&D2. | | |
|---------------|-------|---------|
| 1½-in. | Pr. | Ds. Pr. |
| 1½-in. | \$.25 | \$2.90 |
| 2-in. | \$.30 | 3.90 |
| 2½-in. | \$.30 | 3.35 |
| 3-in. | \$.40 | 4.00 |

| No. 295 SF2. | | |
|--------------|-------|---------|
| 1½-in. | Pr. | Ds. Pr. |
| 1½-in. | \$.20 | \$3.20 |
| 2-in. | \$.25 | 3.70 |
| 2½-in. | \$.35 | 4.00 |
| 3-in. | \$.40 | 4.60 |

| No. 295 N. | | |
|------------|-------|---------|
| 1½-in. | Pr. | Ds. Pr. |
| 1½-in. | \$.85 | \$3.80 |
| 2-in. | \$.40 | 4.20 |
| 2½-in. | \$.45 | 4.60 |
| 3-in. | \$.50 | 5.35 |

HODS—Coal—

| Open Japanned— | | Open Galvanized | |
|----------------|-------|-----------------|-------|
| 15 | \$.50 | 15 | \$.75 |
| 16 | \$.60 | 16 | \$.95 |
| 17 | \$.70 | 17 | 1.10 |
| 18 | \$.75 | 18 | 1.35 |
| 20 | \$.90 | 20 | 1.50 |

HOOKS—Bright.

| No. | Dos. | No. | Dos. |
|-----|-------|-----|-------|
| 0 | \$.85 | 104 | \$.45 |
| 1 | \$.75 | 105 | \$.25 |
| 2 | \$.65 | 106 | \$.25 |
| 3 | \$.55 | 107 | \$.30 |
| 4 | \$.45 | 108 | \$.15 |
| 5 | \$.35 | 109 | \$.15 |
| 6 | \$.25 | 110 | \$.15 |
| 7 | \$.20 | 111 | \$.15 |
| 9 | \$.15 | 122 | \$.10 |
| 10 | \$.15 | 113 | \$.10 |
| 11 | \$.15 | 114 | \$.10 |
| 12 | \$.10 | | |
| 13 | \$.10 | | |
| 14 | \$.10 | | |

Gross—60% Discount from List.

| Brass No. 1412— | | Brass Cup No. 181— | |
|-----------------|-------|--------------------|-------|
| Doz. | Dos. | Doz. | Dos. |
| 1/2 | \$.20 | 1, 2 for 5c. | \$.35 |
| 3/4 | \$.20 | 1 1/2 | \$.40 |
| 1 | \$.20 | 1 1/2 | \$.50 |
| 1 1/2 | \$.25 | 1 1/2, 2 for 15c. | \$.75 |
| 2 | \$.30 | 2, 2 for 15c. | \$.85 |

HOSE COUPLINGS—Com. Size ½, each 20c; ¾, 20c; 1, 20c.

ICE TOOLS—

| No. 315 Plow, 8-in. | \$40.00 |
|------------------------------|---------|
| No. 316 Plow, 10-in. | 47.50 |
| No. 317 Plow, 12-in. | 54.00 |
| No. 320 Plow, 8-in. | 42.50 |
| No. 321 Plow, 10-in. | 50.00 |
| No. 322 Plow, 12-in. | 57.00 |
| No. 456 Splitting Chisel | 4.75 |
| No. 495 | 5.85 |
| No. 520 Ice Hooks, 4-ft. | 1.35 |
| 4½-ft. | 1.40 |
| 5-ft. | 1.50 |
| 6-ft. | 1.65 |
| No. 1 Ice Tong V & B. | 1.75 |
| No. 2 | 2.00 |
| No. 3 | 2.25 |
| No. 540, 13-inch | 2.00 |
| 14½-inch | 2.15 |
| 16½-inch | 2.25 |
| Fond Ice Saws—Tiller Handle. | |
| 4½-foot | 5.75 |
| 5-foot | 6.25 |
| 5½-foot | 6.75 |

RETAIL SELLING PRICE—Continued.

IRON—Bars Small Lots.

(Cutting Extra)

| | | |
|--------------------------------|-------|--------------|
| Common Bar | ..... | .06 lb. Base |
| Angle Iron, ½-inch | ..... | .10 |
| Angle Iron, ¾-inch | ..... | .08 |
| Angle Iron, 1-inch and heavier | ..... | .07% |
| Rd., sq. and sq. twisted— | | |
| ¾-inch and smaller | ..... | 7.50 Base |
| 5-16-inch | ..... | 7.00 |
| ¾ to 2 ¼-inch | ..... | 6.50 |
| 3-inch and larger | ..... | 7.50 |
| Flats, all sizes | ..... | 6.50 |

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.25.

KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBS—Maple, Base, 5c each; 35c doz.

LACING—Belt—

| | | | |
|----------------------------------|-------|-----------------------|---------------------|
| Leather | | Bristol | |
| Size $\frac{1}{4}$, per ft..... | \$.03 | 111, per inch..... | \$.01 $\frac{1}{2}$ |
| Size 5-16 per ft..... | .08 | 112, per inch..... | .02 |
| Size $\frac{3}{8}$, per ft..... | .04 | 113, per inch..... | \$.02 $\frac{1}{2}$ |
| Size $\frac{1}{2}$, per ft..... | \$.05 | 114, per inch..... | .08 |
| Size $\frac{5}{8}$, per ft..... | .06 | Wire— | |
| Size $\frac{3}{4}$, per ft..... | .08 | No. 1, box 50 ft..... | .60 |
| | | No. 2..... | .65 |

LADDERS—Extension, per ft., 30c; Step, common, per ft., 20c; best, per ft., 50c.

LANTERNS—Boys'—No. 589, 45c each; 1590, Cadet, 25c.

Dash—No. 321, Prisco, \$1.85 each; 331, Prisco, \$2.15.

Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50.

Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.30; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00.

LEAD—White—12 ½-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each.

Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each.

MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 3, \$1.75; 4, \$2.25; 5, \$2.65; No. 4, \$3.00; 5, \$3.75.

Steel—No. 20, \$1.25 each; 40, \$1.75; 60, \$2.50; 80, \$4.00; 100 rolls, 50c square foot.

MATTOCKS—Handles Extra—

Pick \$1.50 6-lb. long or short ctr 1.50

5-lb. long or short ctr 1.40 Grub Hoes, No. 2... 1.25

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Cider—

Junior \$35.00 Senior \$40.00

Medium 30.00 Force Feed 18.00

MOPS—Slasher

15 oz., each \$.75 15 oz., each \$.75

18 oz., each85 18 oz., each85

21 oz., each 1.00 21 oz., each 1.00

MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg prices. 1 to 50 lb.

Fine Blue 2&3 \$.08 Barb Box 8 to 20d... .08

Fine Bright08 Barb Roof ¾ to ¾... .10

Common 2&3d08 Barb Roof 1 to 1 ½... .10

Common 4&5d08 Plaster Board10

Common 6&7d07 C. C. Box10

Common 8 to 60d07 Cut Casing 6&808

Casing 2&3d15 Galv. Felt15

Casing 4&5d08 Galv. Boat12

Casing 6 to 20d08 Clout—

Finishing 2&3d10 Bulk, lb.30

Finishing 4&5d08 ½ lb. Papers, ea... .20

Finishing 6 to 20d08 Cigar Box—

Smooth Box 4 to 6d08 Bulk, lb.30

Smooth Box 8 to 20d08 1 lb. Papers, ea... .35

Barb Box 4 to 5d08 ½ lb.20

Barb Box 608 ¼ lb.15

Trunk—

| | | |
|---------------------|-------|-----|
| Bulk, lb. | ..... | .30 |
| 1 lb. Papers, ea... | ..... | .35 |
| ½ lb. | ..... | .20 |
| ¼ lb. | ..... | .15 |

Horseshoe—

| | | |
|---------------|-------|-----|
| Capewell, lb. | ..... | .30 |
| Northwestern | ..... | .30 |
| Union | ..... | .25 |

NETTING, POULTRY—Hexagon, Galvanized After Weaving—

2 inch, 20 gauge—List roll, 12in., \$2.14; 18in., \$3.08; 24in., 3.92; 30in., \$4.68; 36in., \$5.35; 48in., \$7.13; 60in., \$8.91; 72in., \$10.69.

Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$3.50; 30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00; 72in., \$9.65.

Sell Cut (lin. ft.)—12in., 1 ¼c; 18in., 2 ¼c; 24in., 3 ¼c; 30in., 3 ¼c; 36in., 4 ¼c; 48in., 5 ¼c; 60in., 7 ¼c; 72in., 8 ¼c.

1 ½ inch, 20 gauge—List roll, 12in., \$3.15; 18in., \$4.53; 24in., \$5.78; 30in., \$6.90; 36in., \$7.88; 48in., \$10.50; 60in., \$13.13; 72in., \$15.75.

Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20; 30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80; 72in., \$14.20.

Sell Cut (lin. ft.)—12in., 2 ¼c; 18in., 3 ¼c; 24in., 4 ¼c; 30in., 5 ¼c; 36in., 6 ¼c; 48in., 8 ¼c; 60in., 10 ¼c; 72in., 12 ¼c.

1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 30in., \$10.88; 36in., \$12.38; 48in., \$16.50; 60in., \$20.63; 72in., \$24.75.

Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20; 30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.30.

Sell Cut (lin. ft.)—12in., 4c; 18in., 5 ¼c; 24in., 7 ¼c; 30in., 8 ¼c; 36in., 10c; 48in., 13 ¼c; 60in., 16 ¼c; 72in., 19 ¼c.

¾ inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.30; 24in., \$15.68; 30in., \$18.71; 36in., \$21.38; 48in., \$28.50; 60in., \$35.63; 72in., \$42.75.

Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10; 30in., \$16.85; 36in., \$19.25; 48in., \$25.65; 60in., \$32.05; 72in., \$38.48.

Sell Cut (lin. ft.)—12in., 6 ¼c; 18in., 9 ¼c; 24in., 12 ¼c; 30in., 15c; 36in., 17 ¼c; 48in., 23 ¼c; 60in., 28 ¼c; 70in., 34 ¼c.

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NIPPLES—Right Hand.

| Size | 2 | 2 ½ | 3 | 3 ½ | 4 | 5 | 6 | 7 | 8 |
|------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| ¼, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¼, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ½, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ½, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 1, black | .05 | .07 | .07 | .07 | .08 | .10 | .12 | .14 | .16 |
| 1, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 1 ½, black | .06 | .09 | .09 | .09 | .09 | .11 | .13 | .17 | .18 |
| 1 ½, galv. | .08 | .14 | .14 | .14 | .14 | .18 | .21 | .25 | .22 |
| 2, black | .08 | .13 | .13 | .13 | .13 | .15 | .18 | .23 | .25 |
| 2, galv. | .11 | .19 | .19 | .19 | .19 | .24 | .28 | .34 | .38 |
| 2 ½, black | .11 | .17 | .17 | .17 | .17 | .20 | .24 | .29 | .33 |
| 2 ½, galv. | .17 | .29 | .29 | .29 | .29 | .33 | .38 | .45 | .52 |
| 3, black | .13 | .20 | .20 | .20 | .20 | .23 | .29 | .36 | .40 |
| 3, galv. | .21 | .35 | .35 | .35 | .35 | .39 | .46 | .54 | .60 |
| 4, black | .18 | .27 | .27 | .27 | .27 | .32 | .38 | .50 | .54 |
| 4, galv. | .27 | .47 | .47 | .47 | .47 | .52 | .61 | .68 | .75 |

NUTS—Cold Punched U.S. Hexagon, Tapped—Size ¼, 65c lb.; 5-15, 60c; ¾, 45c; 7-16, 40c; ½, 35c; 9-16, 30c; ¾, 30c; ¾, 25c; ¾, 25c; 1, 25c.

Hot Pressed U.S. Square, Tapped—Size ¼, 35c lb.; 5-16, 30c; ¾, 25c; 7-16 25c; ¾, 20c; ¾, 18c; ¾, 16c; ¾, 15c; 1, 15c.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair 40c; 2 ¼-in., per pair 60c; 2 ½-in., per pair, 70c.

OIL—Boiled Linseed, \$1.60 -al.

OILERS—Chase's Zinc—

| | | | | | |
|-----|-------|-----|-----|-------------------|-----|
| 00 | ..... | .10 | 5 | ..... | .35 |
| 0 | ..... | .10 | | Copperized Steel— | |
| 1 | ..... | .15 | 13 | ..... | .30 |
| 1 ½ | ..... | .15 | 14 | ..... | .35 |
| 2 | ..... | .20 | 14B | ..... | .40 |
| 3 | ..... | .25 | 15A | ..... | .45 |
| 4 | ..... | .30 | 16 | ..... | .50 |

Cannon Pump—

Brass

No. 11 \$1.65 No. 1 \$1.00

No. 12 1.75 No. 2 1.15

No. 13 2.00 No. 3 1.35

Felloe—

No. 3 \$1.75 No. 5 2.00

No. 4 1.85 No. 6 2.15

OPENERS (CAN)—

No. 4 Each. \$.10 No. 140 Each. \$.10

1610 No. 34025

10025

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

RETAIL SELLING PRICES—Continued

PACKING—Sheet Rubber—Standard, 30c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.35; Steam or Water, Low Pressure, \$1.25.

PADS—Sweet—No. 63 M12, Red Edge, 75c; No. 144 A12, Blue and White striped, \$1.50.

PANS—Acme Frying—

| | | | |
|-------------------|-----|------------------|-----|
| No. 00, each..... | .15 | No. 4, each..... | .40 |
| No. 0, each..... | .25 | No. 5, each..... | .45 |
| No. 1, each..... | .30 | No. 6, each..... | .50 |
| No. 2, each..... | .35 | No. 7, each..... | .60 |
| No. 3, each..... | .35 | | |

PAPER—Building—

| P & B | | Imitation P & B | |
|-----------------|--------|-----------------|--------|
| No. 1—500..... | \$2.00 | No. 1—500..... | \$1.80 |
| No. 1—1000..... | 2.90 | No. 1—1000..... | 3.40 |
| No. 2—500..... | 2.95 | No. 2—500..... | 3.55 |
| No. 2—1000..... | 5.75 | No. 2—1000..... | 4.95 |
| No. 3—500..... | 4.00 | No. 3—500..... | 3.60 |
| No. 3—1000..... | 7.70 | No. 3—1000..... | 6.75 |

| | | | |
|------------|--------|------------|--------|
| Red Resin— | | | |
| 17 lb..... | \$1.15 | 25 lb..... | \$1.65 |
| 20 lb..... | 1.40 | 30 lb..... | 1.90 |

PAPER—Roofing, Smooth or Sanded—Ply ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—No. 00½, 40c qr.; 1, 45c qr.; 1½, 50c qr.; 2, 55c qr.; 2½, 60c qr.; 3, 65c qr.

PEAVIES—

| | —Socket— | | —Bangor— | |
|--------------|----------|---------|----------|---------|
| | Maple | Hickory | Maple | Hickory |
| 2½ x 4..... | \$2.50 | \$2.75 | \$2.80 | \$3.00 |
| 4..... | 2.75 | 2.85 | 3.85 | 3.10 |
| 2½ x 4½..... | 2.75 | 2.85 | 3.00 | 3.25 |
| 5..... | 2.75 | 3.00 | 3.10 | 3.35 |
| 2½ x 4½..... | 3.00 | 3.25 | 3.25 | 3.50 |
| 5..... | 3.00 | 3.25 | 3.35 | 3.60 |
| 3x5..... | 3.15 | 3.50 | 3.75 | 3.85 |

PICKS—Railroad—No. 1710, \$1.25 each; 1711, \$1.25; 1712, \$1.35; 1713, \$1.40; 1714, \$1.50; 1715, \$1.75.

Drifting—No. 1, \$1.00 each; 1½, \$1.10; 2, \$1.20; 3, \$1.30; 4, \$1.40.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE FITTINGS—Price, each.

| | ¾-in. | | 1-in. | | 1½-in. | | 2-in. | |
|---------------------|-------|------|-------|------|--------|------|-------|------|
| | Blk. | Gal. | Blk. | Gal. | Blk. | Gal. | Blk. | Gal. |
| Bushings..... | .05 | .10 | .05 | .10 | .10 | .15 | .10 | .15 |
| Caps..... | .05 | .10 | .10 | .12½ | .10 | .15 | .15 | .15 |
| Couplings..... | .10 | .10 | .15 | .10 | .15 | .15 | .20 | .20 |
| Crosses..... | .15 | .20 | .20 | .30 | .25 | .50 | .40 | .40 |
| Elbows, 90 Deg..... | .10 | .15 | .10 | .15 | .15 | .15 | .20 | .20 |
| Elbows, 45 Deg..... | .10 | .10 | .10 | .15 | .15 | .20 | .25 | .25 |
| Elbows, Red..... | .15 | .15 | .20 | .20 | .25 | .30 | .25 | .25 |
| Elbows, Street..... | .10 | .10 | .12½ | .20 | .20 | .35 | .25 | .25 |
| Floor Flanges..... | .20 | .40 | .20 | .40 | .25 | .45 | .30 | .30 |
| Lock Nuts..... | .05 | .05 | .10 | .10 | .15 | .20 | .15 | .15 |
| Plugs..... | .05 | .05 | .05 | .05 | .05 | .10 | .10 | .10 |
| Reducers..... | .10 | .15 | .15 | .20 | .20 | .25 | .25 | .25 |
| Return Bends..... | .20 | .35 | .25 | .45 | .30 | .45 | .50 | .50 |
| Tees..... | .10 | .15 | .15 | .20 | .15 | .20 | .20 | .20 |
| Unions..... | .20 | .25 | .20 | .30 | .25 | .35 | .30 | .30 |
| Waste Nuts..... | .10 | .10 | .10 | .10 | .10 | .15 | .10 | .10 |

| | 1-in. | | 1½-in. | | 2-in. | |
|---------------------|-------|------|--------|------|-------|------|
| | Gal. | Blk. | Gal. | Blk. | Gal. | Blk. |
| Bushings..... | .15 | .10 | .25 | .15 | .30 | .20 |
| Caps..... | .20 | .20 | .40 | .25 | .45 | .40 |
| Couplings..... | .20 | .20 | .25 | .25 | .30 | .35 |
| Crosses..... | .75 | .45 | .90 | .50 | 1.10 | .90 |
| Elbows, 90 Deg..... | .25 | .25 | .40 | .35 | .50 | .45 |
| Elbows, 45 Deg..... | .30 | .40 | .65 | .45 | .70 | .65 |
| Elbows, Red..... | .35 | .35 | .60 | .40 | .65 | .65 |
| Elbows, Street..... | .40 | .30 | .55 | .35 | .60 | .75 |
| Floor Flanges..... | .50 | .35 | .65 | .45 | .80 | .65 |
| Lock Nuts..... | .25 | .25 | .35 | .25 | .40 | .35 |
| Plugs..... | .10 | .10 | .15 | .15 | .20 | .15 |
| Reducers..... | .35 | .25 | .45 | .35 | .55 | .50 |
| Return Bends..... | .80 | .65 | 1.30 | .85 | 1.50 | 2.40 |
| Tees..... | .30 | .30 | .50 | .40 | .75 | .70 |
| Unions..... | .45 | .45 | .65 | .60 | .85 | .80 |
| Waste Nuts..... | .15 | .20 | .30 | .40 | .65 | .60 |

| | ¾-in. | | 1-in. | | 1½-in. | | 2-in. | |
|-----------------|-------|------|-------|------|--------|------|-------|------|
| | Blk. | Gal. | Blk. | Gal. | Blk. | Gal. | Blk. | Gal. |
| Close..... | .05 | .05 | .05 | .07½ | .05 | .07½ | .10 | .10 |
| Long..... | .05 | .10 | .05 | .10 | .10 | .15 | .10 | .10 |
| 4-in. Long..... | .05 | .10 | .08 | .10 | .08 | .15 | .10 | .10 |
| 5-in. Long..... | .08 | .10 | .10 | .15 | .10 | .15 | .10 | .10 |
| 6-in. Long..... | .08 | .10 | .10 | .15 | .10 | .15 | .15 | .15 |

| | 1-in. | | 1½-in. | | 2-in. | |
|-----------------|-------|------|--------|------|-------|------|
| | Gal. | Blk. | Gal. | Blk. | Gal. | Blk. |
| Close..... | .10 | .10 | .15 | .15 | .20 | .15 |
| Long..... | .20 | .15 | .25 | .20 | .30 | .25 |
| 4-in. Long..... | .20 | .25 | .15 | .20 | .30 | .25 |
| 5-in. Long..... | .20 | .15 | .25 | .20 | .30 | .25 |
| 6-in. Long..... | .25 | .20 | .30 | .25 | .35 | .30 |

PIPE, GAS AND WATER—Black—¾-in., 7c foot; 1-in., 7c; 1½-in., 7c; 2-in., 9c; ¾-in., 11c; 1-in., 16c; 1½-in., 20c; 2-in., 28c; 2½-in., 37c; Galvanized—¾-in., 9c foot; 1-in., 9c; 1½-in., 9c; 2-in., 11c; ¾-in., 14c; 1-in., 20c; 1½-in., 26c; 2-in., 35c; 2½-in., 45c.

PIPE, STOVE—29 Gauge, Nested. Full Joints—Size 8 inch, 20c joint; 4-inch, 25c; 5-inch, 25c; 6-inch, 30c; 7-inch, 40c; 8-inch Japan, 30c; 4-inch Japan, 35c; 5-inch Japan, 45c; 8-inch Galvanized, 40c; 4-inch Galvanized, 45c.

PITCH—Asphaltum—5-lb. can, 35c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ½ Bbl., \$4.50; Bbls., \$8.00.

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

PLANES—Block-Bailey—No. 9½, \$1.85 each; 9¾, \$2.25; 15, \$2.10; 16, \$2.10; 17, \$2.25; 18, \$2.25; 19, \$2.40. Block, Stanley—No. 60, \$2.10 each; 60½, \$1.95; 61, \$1.85; 65, \$2.45; 100, 45c; 101, 40c; 102, 65c; 103, 90c; 110, 85c; 120, \$1.35; 130, \$1.40; 131, \$2.25; 203, \$1.20; 220, \$1.35. Iron, Bailey—No. 2, 2C, \$3.45 each; 3, 3C, \$3.60; 4, 4C, \$4.00; 4½, 4½C, \$4.50; 5, 5C, \$4.50; 5½, 5½C, \$5.25; 6, 6C, \$6.00; 7, 7C, \$6.75; 8, 8C, \$8.00. Iron, Stanley—No. 602, 602C, \$3.75 each; 603, 603C, \$4.15; 604, 604C, \$4.50; 604½, 604½C, \$5.15; 605, 605C, \$5.15; 605½, 605½C, \$5.60; 606, 606C, \$6.50; 607, 607C, \$7.50; 608, 608C, \$9.00.

All Wood—All numbers, Plain (21W) \$2.25, (27W) \$2.50, (029W) \$2.65; Razee (23W) \$2.65, (27W) \$3.00.

Wood Bottom, Bailey—No. 22, \$2.50 each; 23, \$2.50; 24, \$2.50; 26, \$2.75; 27, \$3.05; 28, \$3.40; 29, \$3.40; 30, \$3.75; 31, \$3.75; 32, \$4.05; 35, \$3.00; 36, \$3.45.

Rabbit—No. 10, \$5.10 each; 10½, \$4.20; 75, 60c; 90, \$3.15; 92, \$3.15; 93, \$3.15; 190, 191, 192, \$2.10.

PLIERS—Bernard's—No. 100, 4½-in., 70c each; 5½-in., 90c; 6½-in., \$1.15. No. 101, 5½-in., 90c each; 6½-in., \$1.15; No. 102, 4½-in., \$1.35; 5½-in., \$1.60; 6½-in., \$1.95; 8-in., \$2.85; No. 103, 4½-in., 70c; 5-in., 85c; No. 104, 4½-in., 70c; 5-in., 85c; No. 105, 5-in., \$1.40; No. 106, 4½-in., 85c; 5-in., 95c; No. 108, 6-in., \$1.05; No. 109, 7-in., \$1.40; No. 111, 5½-in., \$1.25. Klein's—No. 201, 6-in., \$1.95 each; 7-in., \$2.25; 8-in., \$2.75; 9-in., \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 3, \$1.75; 13, \$2.10; 25, \$2.85; 30, \$2.15; 35, \$2.85; 45½, \$3.00; 90, \$2.75; 98, \$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, 60c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518, \$2.50; 6524, \$3.00.

POINTS & CHUCKS—

| | | | |
|--------------------------|-----|--------------|------|
| For 30 and 31..... | .75 | 8-inch..... | .95 |
| For 35..... | .50 | 10-inch..... | 1.10 |
| No. 11 and 15, 2-in..... | .55 | No. 75..... | 3.85 |
| 3-inch..... | .60 | No. 80..... | 1.00 |
| 4-inch..... | .65 | No. 80..... | .85 |
| 5-inch..... | .75 | No. 81..... | .95 |
| 6-inch..... | .85 | | |

POTS—

| Gasoline Fire— | | 8 Quart..... | |
|-----------------------|---------|---------------|------|
| 21..... | \$ 8.60 | 10 Quart..... | 1.40 |
| 71..... | 12.20 | 12 Quart..... | 1.50 |
| 72..... | 9.85 | 16 Quart..... | 1.75 |
| 5..... | 9.90 | Tin— | |
| 4 Watering Galvanized | | 4 Quart..... | .55 |
| 4 Quart..... | .85 | 6 Quart..... | .65 |
| 6 Quart..... | 1.00 | 8 Quart..... | .85 |
| | | 10 Quart..... | 1.00 |

PULLERS—Nail—Rex, \$1.45 each; Rex Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

| Prouty | | Foot, \$ | |
|-----------------|-------|-------------|-----|
| No. 5..... | | | .15 |
| Richards-Wilcox | | Foot | |
| No. 9..... | \$ 12 | 16.019..... | .50 |
| 132, 0132..... | .50 | 150..... | .10 |

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

| Eveready | | No. | |
|---------------------|--------|----------------------------|------|
| No. 700, each..... | \$1.00 | No. 706 B, Blades, Pkg... | .30 |
| 2, each..... | 3.00 | | |
| Gem | | No. | |
| No. 800, each..... | 1.00 | No. 800 B, Blades, Pkg... | .35 |
| Enders | | No. | |
| No. 900, each..... | 1.00 | No. 900 B, Blades, Pkg... | .25 |
| Durham Domino | | No. | |
| No. 1000, each..... | 1.00 | No. 1000 B, Blades, Pkg... | .50 |
| Gillette | | No. | |
| No. 00, each..... | 6.50 | No. 480, each..... | 5.00 |
| 480, each..... | 5.00 | No. 500, each..... | 5.00 |
| 460 B, each..... | 5.00 | No. 500 B, each..... | 6.00 |
| 470, each..... | 5.00 | No. 501, each..... | 5.00 |

RETAIL SELLING PRICES—Continued

RAZORS—Continued.

| | | | |
|----------------------|------|---------------------|-----|
| 501 B, each..... | 6.00 | 6 X B Blades, Pkg.. | .50 |
| 12 X B Blades, Pkg.. | 1.00 | | |

| No. | Auto Strop | No. | |
|---------------|------------|----------------------|------|
| 1, set..... | 5.00 | 2541, set..... | 5.00 |
| 15, set..... | 6.00 | 600 B Blades, Pkg.. | 1.00 |
| 25, set..... | 6.50 | 600½ B Blades, Pkg.. | .50 |
| 251, set..... | 5.00 | | |

REGISTERS—

| | | | |
|----------------|--------|------------------|--------|
| Jap 6x8..... | \$1.55 | White 6x8..... | \$1.85 |
| Jap 8x10..... | 1.65 | White 8x10..... | 2.00 |
| Jap 10x12..... | 2.40 | White 10x12..... | 2.90 |
| Jap 10x14..... | 3.15 | White 10x14..... | 3.80 |
| Jap 12x14..... | 4.35 | White 12x14..... | 5.25 |

REGISTER FACES—

| | | | |
|----------------|--------|------------------|--------|
| Jap 6x8..... | \$1.00 | White 6x8..... | \$1.80 |
| Jap 8x10..... | 1.10 | White 8x10..... | 1.45 |
| Jap 10x12..... | 1.70 | White 10x12..... | 2.20 |
| Jap 10x14..... | 2.20 | White 10x14..... | 2.85 |
| Jap 12x14..... | 2.80 | White 12x14..... | 3.65 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 10c box; 9S,

10c box.
Tinnings, in Papers—Black: Plus 10% ;tinned, plus 10%.

Tinnings, in Kegs—Black, all sizes, 30c lb.; tinned, 3, 35c;
3½, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

ROPE—Cotton, Thread—Size 3-16, 65c lb.; ¼ to 5-16, 65c;

¾ to ¼, 65c; ¾ to 1. 65c.
Manila—Base, 45c lb.. Sisal, Base, 35c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (36) 35c each;

No. 372 (36½) 55c; No. 378 (3) 95c; No. 386 (32) 55c;
No. 388 (32½) 80c; No. 465 (69) 15c; No. 488 (57) 50c;
No. 651, (68) 15c; No. 702 (18) 30c; No. 751, (61) 20c;
No. 752, (70) 30c; 761, (63) 30c; No. 762B, (7) 90c;
No. 771, (84) 50c; No. 780, (62½) 65c; No. 781, (62)
65c; No. 861A, (53½) 65c; No. 862C, (83½) 95c; No.
871, (52) 60c; No. 881, (54) 70c; No. 981, (60) 85c; No.
8851 (66½) 50c; No. 3851Y, (66) 50c; No. 3861 (66½)
55c; No. 3881, (66½), 90c.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 40c each;

No. 806 F, 60c; No. 8513 (03), 35c; No. 8514 (04), 50c;
No. 8515 (05), 60c; No. 8516 (06), 70c; No. 8518 (08),
95c; No. 8523 (403 F), 35c; No. 8524 (404 F), 40c; No.
8525 (405 F), 50c; No. 8526 (406 F), 60c; No. 8613 (103),
45c; No. 8614 (104), 50c; No. 8615 (105), 65c; No. 8616
(106), 80c; No. 8624 (854 F), 45c; No. 8626 (856 F), 65c.

SAWS, DISSTON—

| No. | 18-in. | 20-in. | 22-in. | 24-in. | 26-in. | Rip |
|-----------------|--------|--------|--------|--------|--------|--------|
| 7..... | \$1.90 | \$2.00 | \$2.15 | \$2.35 | \$2.55 | \$2.60 |
| D-8 & 1874..... | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 |
| 16..... | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 |
| 12..... | 2.70 | 2.85 | 3.05 | 3.25 | 3.45 | 3.70 |
| 112..... | 2.80 | 2.95 | 3.20 | 3.35 | 3.60 | 3.85 |
| D-21 & 22..... | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 |
| D-30 & 28..... | | | 2.85 | 3.05 | 3.25 | 3.50 |
| D-100..... | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 |
| 120..... | 3.15 | 3.25 | 3.40 | 3.60 | 3.75 | 4.00 |
| D-115 & 15..... | 3.80 | 3.90 | 4.05 | 4.20 | 4.40 | 4.65 |

SAWS—One Man—

| | Simonds | Disston | Royal | Chinook C.C. | Chinook C.O. |
|--------|---------|---------|-------|--------------|--------------|
| 3½ ft. | 3.35 | \$3.50 | 6 ft. | \$9.60 | 5½ \$5.75 |
| 4 ft. | 3.85 | 4.00 | 6½ | 10.80 | 6 6.50 |
| 4½ ft. | 4.30 | 4.50 | 7 | 12.00 | 6½ 7.80 |
| 5 ft. | 4.80 | 5.00 | 7½ | 13.25 | 7 8.15 |
| | | | | | 7½ 9.50 |

Simonds Felling same price as Royal Chinook C. C.

| | | | | | |
|-------------------------|--------|--|------------|------|--|
| Atkins No. 400 and 401— | | | | | |
| 28 in..... | \$6.35 | | 22 in..... | 4.65 | |
| 26 in..... | 5.50 | | 20 in..... | 4.40 | |
| 24 in..... | 5.20 | | 18 in..... | 4.15 | |

| | | | | | |
|-----------------------|--------|--|------------|------|--|
| Atkins No. 68 and 69— | | | | | |
| 28 in..... | \$3.60 | | 22 in..... | 2.70 | |
| 26 in..... | 3.15 | | 20 in..... | 2.50 | |
| 24 in..... | 2.90 | | 18 in..... | 2.20 | |

| | | | | | |
|---------------------------|--------|--|------------|------|--|
| Atkins No. 58- 51 and 65— | | | | | |
| 28 in..... | \$3.30 | | 22 in..... | 2.60 | |
| 26 in..... | 2.90 | | 20 in..... | 2.40 | |
| 24 in..... | 2.75 | | 18 in..... | 2.10 | |

| | | | | | |
|----------------|--------|--|------------|------|--|
| Atkins No. 64— | | | | | |
| 28 in..... | \$4.00 | | 22 in..... | 3.00 | |
| 26 in..... | 3.50 | | 20 in..... | 2.70 | |
| 24 in..... | 3.30 | | 18 in..... | 2.40 | |

| | | | | | |
|-----------------------|--------|--|------------|------|--|
| Atkins No. 66 and 67— | | | | | |
| 28 in..... | \$3.60 | | 22 in..... | 2.65 | |
| 26 in..... | 3.15 | | 20 in..... | 2.50 | |
| 24 in..... | 2.90 | | 18 in..... | 2.20 | |

| | | | | | |
|----------------|--------|--|------------|------|--|
| Atkins No. 70— | | | | | |
| 28 in..... | \$2.85 | | 22 in..... | 2.10 | |
| 26 in..... | 2.40 | | 20 in..... | 1.95 | |
| 24 in..... | 2.20 | | 18 in..... | 1.75 | |

| | | | | | |
|----------------------------|--------|--|--------------|------|--|
| Hand— | | | | | |
| No. 5 Simonds, No. 12 Dis- | | | 24 in..... | 8.50 | |
| ston or No. 69 Atkins. | | | 26 in..... | 8.85 | |
| 20-inch..... | \$2.65 | | 28 in..... | 4.25 | |
| 22-inch..... | 3.00 | | 30-inch..... | 4.75 | |

No. 8 Simonds, No. D8
Disston or No. 51
Atkins.

| | |
|--------------|--------|
| 20-inch..... | \$2.50 |
| 22-inch..... | 2.75 |
| 24-inch..... | 2.85 |
| 26-inch..... | 3.00 |
| 28-inch..... | 3.50 |
| 30-inch..... | 3.75 |

No. D100 or No. D20

| | |
|-----------------------|--------|
| Disston. | |
| 26-inch..... | \$3.25 |
| 28-inch..... | 3.50 |
| Back 12 in..... | 2.25 |
| Back 14 in..... | 2.50 |
| Back 18 in..... | 2.75 |
| Back 20 in..... | 3.00 |
| Back 22 in..... | 3.25 |
| Compass No. 2, 10 in. | .60 |
| 12 in..... | .65 |
| 14 in..... | .70 |
| 16 in..... | .75 |

No. 10 Simonds or No. 7

Disston.

| | |
|--------------|--------|
| 16-inch..... | \$1.80 |
| 18-inch..... | 1.90 |

Buck—

| | |
|---------------------------------|------|
| Com Sgl Brace V tooth..... | 1.00 |
| Com Dbl Brace Tuttle tooth..... | 1.75 |
| Com Dbl Brace V tooth..... | 1.50 |

SAW CLAMPS—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50;

200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10,
\$1.50; N88, \$2.00; No. 11 with guide, \$3.25.

SAW SETS—

| | |
|--------------------|--------|
| 201 G. & P..... | \$1.00 |
| Spec. Morrill..... | 1.10 |
| 105 Morrill..... | .60 |
| 1 Morrill..... | 1.00 |
| 10..... | 1.00 |
| 77..... | .60 |

X Out—

| | |
|--------------------|--------|
| Morrill No. 3..... | \$1.75 |
| Baker No. 3..... | 2.35 |

SAW TOOLS—

| | |
|----------------------------|------|
| Clipper Outfit..... | .75 |
| Morin Raker Gauge— | |
| No. 1..... | 1.00 |
| No. 6..... | 1.35 |
| No. 9..... | 1.50 |
| Atkins Raker Swage..... | .40 |
| 5-M Tooth Gauge..... | .15 |
| Jointers Pikes Perf..... | .60 |
| Jointers No. 7 Sterns..... | .65 |

SCOOPS—Long Handle—No. A4L, \$2 each; A6L, \$2.15; 744L,

\$2.35; 746L, \$2.50.

D Handle—No. 1AF, \$1.75 each; 2, \$1.75; 3, \$1.75; 4,
\$1.90; 5, \$2.00; 6, \$2.15; 7, \$2.25; 8, \$2.35; 9, \$2.40;
10, \$2.50; 742, \$2.25; 743, \$2.25; 744, \$2.35; 745, \$2.35;
746, \$2.40; 747, \$2.40; 748, \$2.50; 749, \$2.60; 750, \$2.65.

SCREWS—Iron Bench—

| | | | |
|--------|--------|---------|------|
| ¾..... | \$1.00 | 1¼..... | 1.40 |
| ¾..... | 1.10 | 1¼..... | 1.50 |
| 1..... | 1.20 | 1¼..... | 2.25 |

Wood Hand—

| | | | |
|--------------|-----|--------------|------|
| 6 inch..... | .45 | 14 inch..... | 1.10 |
| 8 inch..... | .65 | 16 inch..... | 1.35 |
| 10 inch..... | .85 | 18 inch..... | 1.60 |
| 12 inch..... | .95 | 20 inch..... | 1.70 |

Jorgensen—

| | | | |
|------------|--------|------------|------|
| No. 0..... | \$1.15 | No. 3..... | 1.65 |
| No. 1..... | 1.35 | No. 4..... | 2.00 |
| No. 2..... | 1.50 | No. 5..... | 2.50 |

SCREWS—Wood—

| | | | |
|----------------|------|--|--|
| Contr. Broken | | | |
| Full Pkg. | Pkg. | | |
| FH Brt.....60% | 50% | | |
| FH Bl.....60% | 50% | | |
| RH Bl.....60% | 50% | | |
| RH Nic.....50% | 40% | | |
| FH Gal.....40% | 30% | | |
| FH Brs.....20% | 20% | | |
| RH Brs.....20% | 20% | | |

Flat Hd. Brt.—Small Quant.

| | |
|--|----------|
| 5c Dozen to \$1.00 List | |
| 10c Dozen to 2.00 List | |
| 15c Dozen to 3.00 List | |
| 20c Dozen to 4.00 List | |
| 25c Dozen to 5.00 List | |
| 30c Dozen to 6.00 List | |
| 35c Dozen to 7.00 List | |
| Retail | |
| Contr's. by doz. | |
| Lag.....list | Plus 25% |
| Cap V. thread.....list | Plus 25% |
| Cap SAE.....list | Plus 25% |
| Set.....list | Plus 25% |
| Machine Iron 30% off list. | |
| Machine Brass.....list | Plus 20% |
| Nuts for Machine Screws—Iron, add 20% to List Price; | |
| Brass, 40% to List Price. | |
| Bench—Iron—1-inch, \$1.00; 1¼-inch, \$1.25; 1½-inch, \$1.50; 1¾-inch, \$2.25. Wood—2-inch, \$1.25. | |

SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35,

\$1.50; 130, \$2.25; 131, \$2.90.

SCREW DRIVERS—G. & P.—367—1¼, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—No. 400, \$1.90 each; 450, \$1.90.

Weed—No. 300, \$1.90 each; 350, \$1.90 each.

Grass—No. 200, \$1.90 each; 250, \$1.90; 100, \$1.90; 150,
\$1.90.

20-inch..... 2.25
22-inch..... 2.50
24-inch..... 2.6526-inch..... 2.75
28-inch..... 3.25

No. 4 Simonds or No. 120

Disston.

| | |
|--------------|--------|
| 26-inch..... | \$4.00 |
| 28-inch..... | 4.25 |

No. 112 Disston.

| | |
|--------------|--------|
| 26-inch..... | \$3.25 |
| 28-inch..... | 3.50 |

Butcher No. 10, 16 in.

| | |
|------------|------|
| 18 in..... | 1.35 |
| 20 in..... | 1.50 |

22 in..... 1.65

Kitchen No. 2, 12 in.

| | |
|------------|-----|
| 14 in..... | .50 |
| 16 in..... | .55 |

Mitre 24 in..... 3.50

26 in..... 3.75

28 in..... 4.25

30 in..... 5.00

Nest Complete No. 3. 1.50

Colonial..... 1.25

7 Taintor..... 1.10

28 Triumph..... 1.35

Hammer..... .85

Lever..... .35

Morin No. 2..... 2.35

Morin No. 2½..... 2.75

Morin No. 3..... 1.00

Setting Tool Disston—

No. 100..... .65

No. 4 Setting Blocks—

No. 4 Blocks, Morin. 1.00

Swages No. 0 Disst..... 4.50

Swages, Whitinga.... 1.00

Atkins Rex..... 1.00

Atkins Excelsior..... .75

STEEL GOODS—

RETAIL SELLING PRICES—Continued.

TACKS—Continued.

Gimp—No. 324, 2½, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c.
 Upholsterers'—No. 304 Cut, ¼ lb. papers—1½ 15c box;
 2, 15c; 2½, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c;
 12 to 16, 10c. No. 805, Cut, or 355 Wire in bulk—3, 35c
 lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c.
 Double Pointed—Blued, ½ lb. papers—9, 5c box; 10, 5c;
 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210,
 30c; 211, 30c; 212, 30c

TAPS—Machine Hand—

1-16 to 15-64.....30%
 ¼ to 1.....30%
 1-16 to 2.....30%
 Left Hnd Dbl list plus 30%
 Machine Screw—
 1¼ to 12.....35%
 14 to 24.....35%
 Machine Nut—
 3-16 to 1.....30%

TAPES—

Starrett Lufkin
 No. 510, 25-ft. 360 \$3.85
 No. 510, 50-ft. 368 4.85
 No. 510, 75-ft. 365 6.15
 No. 510, 100-ft. 366 7.75
 No. 505, 25-ft. 240 2.25
 No. 505, 50-ft. 243 4.00
 No. 505, 75-ft. 245 5.25
 No. 505, 100-ft. 246 6.75

TEES—Stove Pipe—Cylinder—

Asbestos 6 inch—
 6x4, each.....\$.90
 6x6, each.....1.25
 6x8, each.....1.65
 8x6, each.....1.75

TENTS—

| Size | 8-oz. | 10-oz. | Per Set |
|-------|---------|---------|---------|
| 7x7 | \$10.40 | \$12.15 | \$2.35 |
| 7x9 | 12.35 | 14.35 | 2.35 |
| 9x9 | 14.25 | 16.65 | 2.35 |
| 9½x12 | 16.75 | 19.55 | 3.25 |
| 12x14 | 22.50 | 26.25 | 3.90 |
| 12x18 | 27.75 | 32.45 | 5.20 |
| 14x16 | 29.50 | 34.65 | 5.20 |
| 14x20 | 36.65 | 42.55 | 6.20 |
| 16x18 | 40.25 | 47.85 | 6.20 |
| 16x20 | 44.35 | 51.75 | 6.50 |
| 16x24 | 50.50 | 58.75 | 7.80 |
| 16x30 | 61.10 | 71.25 | 8.45 |

A or Wedge—

5x7.....6.50 7.55 1.95
 7x7.....8.20 9.55 2.25
 7x9.....9.80 11.50 2.60

Flye—½ price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8,
 \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12,
 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GUAGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TONGS—Vulcan Chain—31, \$8.50; 32, \$5.00; 38, \$7.00;
 35½, \$9.00; 34, \$11.00.

TORCHES, CLAYTON & LAMBERT—Alcohol—No. 28, \$2.00

each
 Gasoline—No. 14, \$3.75 each; 37, \$6.00; 38, \$6.50; 31,
 \$6.85; 32, \$7.00; 48, \$8.00; 61, \$6.50; 62, \$9.00; 112,
 \$5.75; 114, \$5.50.

Kerosene—No. 95, \$6.50 each; 96, \$7.50 each.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood
 (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$1.85; Avis
 (2), \$1.75; Avis (3), \$1.65; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ New-
 house, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 New-
 house, \$1.60; 5 Newhouse, \$2.25; 1 Oneida Jump, 30c;
 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor,
 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3
 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c;
 Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.00 each; Ont-O-Sight, \$1.00.

Mouse—Sure Catch, 5c each; Security, 10c; Choker-Wood,
 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c;
 Care, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small,
 75c; Holdem, large, \$1.00.

TROUGH—

Eaves—
 4 in.....\$.12½
 5 in......15
 6 in......18
 Mitres—
 4 in.....\$.45
 5 in......50
 6 in......60

Hangers—Wire—

4 inch, per doz.....\$.80
 5 inch, per doz......85
 6 inch, per doz......85

TROWELS, BRICK—Dianston—No. 10, 10½, \$1.25 each; 11,

\$1.50; 11½, \$1.50; 12, \$1.50; 13, \$1.75; 14, \$1.75.

Marshal town—No. 19W, 10½, \$1.50 each; 11, \$1.50; 11½,
 \$1.50. No. 17L, 11, \$1.75 each; 11½, \$1.75.

TURNS—Cupboard—Brass Plated—Small, 30c; large, 35c.

TWINE—Sacking—¼-lb. hank, 20c.

Flax—No. 18BB, 40c lb.; 24BB, 40c; 18BC, 1018BC, 50c
 lb.; 24BC, 1024BC, 50c; 36BC, 1036BC, 50c; 30, Sacking,
 40c; 40, Sacking, 40c; 33, Sacking, 70c; 44, Sacking, 75c.
 Hemp—No. 4½, 30c cwt.; 6, 30c 07, 30c.

UNIVERSAL PLATES—Mild Steel Bars.

¼-inch and thicker and wider than 6-inch... 9.25 cwt.
 VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-
 in., 20c. Tin Valley—Painted 2 sides—14-in., 18c.

VALVES—

| Standard Globe and Angle Valves— | Standard Gate Valves— |
|----------------------------------|-----------------------|
| ¼.....\$.85 | ¼.....\$1.45 |
| ½......90 | ½.....1.45 |
| ¾.....1.00 | ¾.....1.45 |
| 1.....1.25 | 1.....1.65 |
| 1½.....1.50 | 1½.....2.05 |
| 2.....2.25 | 2.....2.80 |
| 3.....3.00 | 3.....3.70 |
| 4.....4.25 | 4.....5.00 |
| 6.....6.25 | 6.....7.30 |

VISES—Solid Box—

| | | |
|-------------------|-----------------|------------------|
| 35 lb.....\$12.50 | 65 lb.....17.50 | 90 lb.....25.00 |
| 40 lb.....18.15 | 70 lb.....18.75 | 95 lb.....26.25 |
| 45 lb.....18.75 | 75 lb.....20.00 | 100 lb.....27.50 |
| 50 lb.....14.40 | 80 lb.....21.90 | 125 lb.....35.65 |
| 55 lb.....15.00 | 85 lb.....23.15 | 150 lb.....48.60 |
| 60 lb.....16.25 | | |

WAGONS—Express.

| | |
|-------------------|-----------------|
| Steel— | No. 30.....7.00 |
| No. 04.....\$1.50 | No. 40.....7.50 |
| No. 08.....1.65 | |
| No. 02.....1.85 | Wagners— |
| No. 0.....2.25 | No. 18.....6.50 |
| No. 1.....2.75 | No. 20.....7.50 |
| No. 2.....3.00 | No. 24.....8.50 |
| No. 3.....3.50 | Mare—Wells— |
| Coaster—Star. | No. 10.....5.75 |
| No. 10.....\$5.75 | No. 11.....6.50 |
| No. 20.....6.50 | No. 12.....7.00 |

WASHERS—Out—8-16, 25c lb.; ¼, 22c; 5-16, 30c; Malle-
 able, 18c; Cast, 6c; 8-8, 17c; ¼, 14c; ½, 14c; ¾, 14c.

WASTE—No. 1 White, 25c lb.; No. 2, 22c; No. 2 Colored,
 18c.

WATCHES—

| | |
|-------------------|--------------------|
| Yankee.....\$1.85 | Junior.....2.75 |
| Triumph.....1.50 | Midget.....2.75 |
| Eclipse.....2.00 | Radilotte.....2.50 |

WAX—Floor, 60c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier
 No. 11, 75c; No. 12, 35c. Kantsuk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-
 Atha, 25c; Cedar-Alki, 15c; Falling, 20c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Bal-
 ances—¼, 7c lb.

WHEELBARROWS—Brick—No. 10B, \$10.00 each; 20, \$10.00;
 Garden—No. 2V, \$8.75; 3V, \$10.50; 21, \$6.25.

Railroad—No. 15, \$5.25; 17, \$6.25; 19, \$6.50.
 Steel Tray, Wood Frame—No. 2A, \$11.50 each; 23, \$8.25;
 27, \$12.00; K29, \$16.00.

Steel Tray and Frame—No. AX, \$10.75 each; 4, \$12.00; 5,
 \$13.50; 10, \$18.00.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots.....\$.08
 Galvanized—Nos 6 to 16, 5 to 24-lb. lots......10

Black, 1 to 5-lb.....\$.10 Galv., 1 to 5-lb......12

Barbed Fence—
 Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55;
 Baker Galv., \$7.25; Waukegan Galv., \$8.00; Am. Spl Galv.,
 80 rd spls. ea., \$4.45; Glidden 80 rd spls, \$5.90;

Baling Wire—14 Ga., Full Coils, \$6.55 100-lb.; 15 Ga.,
 \$6.65; 16 Ga., \$6.75.

Broken Coils—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c
 lb.; 50 to 100-lb. add 1 c lb.

Bale Ties—9½ ft., 15 Ga., per bundle of 250, \$3.25

WIRE FENCE—Barbed—2-pt. Glidden (galvanized), open;
 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (gal-
 vanized), open; American Special (galvanized), open.

Smooth-Twisted—Two Strand, open.

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb.
 package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 55c; 1, 75c. Wheels—Grinding
 Discount 40%.

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add
 35% to List.

WRENCHES—Agricultural—No. 6, 60c each; 8, 75c; 10,
 85c; 12, \$1.00; 15, \$1.45.

Alligator—0, 20c each; 1, 25c; 2, 50c; 3, \$1.25; 12, 30c;
 13, 40c.

Bemis & Cal—No 12, \$2.00 each; 15, \$2.50; 18, \$4.25.
 Coes—Key (28), \$1.35 each; Key (36), \$3.00; Knife (6),
 \$1.15; Knife (8), \$1.35; Knife (10), \$1.50; Knife (12),
 \$2.00; Knife (15), \$2.75; Knife (18), \$3.25; Knife (21),
 \$4.50; Steel (4), \$1.00; Steel (6), \$1.15; Steel (8), \$1.35;
 Steel (10), \$1.50; Steel (12), \$2.00; Steel (15), \$2.75;
 Steel (18), \$3.25; Steel (21), \$4.50.

Crecent—No. 68-8, \$1.50 each. No. 188, 4, 70c; 6, 75c;
 8, \$1.00; 10, \$1.25; 12, \$1.50; 15, \$2.00; 18, \$2.75. No.
 810-10, \$2.00.

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

Buy Goods That are Advertised

Why?

Not Merely Because they are Advertised, but Because

*Advertised Goods are Better or Cheaper,
or Better and Cheaper*

Than Those Which are Not Advertised

Why Better?

Simply because it is now known among manufacturers that only **AN ARTICLE OF REAL MERIT CAN BE ADVERTISED LIBERALLY AND CONTINUOUSLY WITH PROFIT.**

Because an advertised article must be superior in some respect to others of its kind in order to furnish an advertising argument that is strong enough to sell it.

Because continuous advertising is, in itself, proof of the advertiser's belief that his goods are worthy and will meet the buyer's requirements.

Why Cheaper?

Because the manufacturer who advertises distributes his product by the most economical method.

Because only an advertised article will find a market so large and steady as to warrant heavy investments in the labor-saving machines and modern methods which make for a better product and a lower price.

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

AIR PUMPS

Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR HOSE

Chicago Tubing & Braiding Co., Chicago, Ill.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

Romont Mfg. Co., Oakfield, Wis.

ALUMINUM GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.

Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.

Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Progressive Mfg. Co., Torrington, Ct.

AUTOMOBILE ACCESSORIES AND SUPPLIES

Apco Mfg. Co., Providence, R. I.

American Chain Co., Bridgeport, Conn.

Automobile Accessories Co., Baltimore, Maryland.

Baker, Hamilton & Pacific Co., San Francisco, Calif.

Boston Woven Hose & Rubber Co., Boston, Mass.

Buffum Tool Co., Louisiana, Mo.

Century Plainfield Tire Co., Plainfield, N. J.

Chicago Flexible Shaft Co., Chicago.

Chicago Tubing & Braiding Co., Chicago, Ill.

Crystal-lac Distributing Co., San Francisco, Los Angeles, Seattle.

Curtis Pneu. Machinery Co., St. Louis, Missouri.

Diamond Rubber Co., Akron, Ohio.

B. F. Goodrich Co., Akron, Ohio.

Dunham, Carrigan & Hayden, San Francisco, Cal.

L. P. Halladay Co., Streator, Ill.

J. H. Haney & Co., Hastings, Neb.

Johns-Manville Co., New York, N. Y.

Hartford Rubber Works, New York.

Honeyman Hardware Co., Portland, Or.

Joseph Dixon Crucible Co., Jersey City, N. J.

Lane Bros. Co., Poughkeepsie, N. Y.

Will B. Lane, Chicago, Ill.

Lee Broom & Duster Co., Lincoln, Neb.

Machine Appliance Corporation, Brooklyn, N. Y.

McGraw Tire & Rubber Co., East Palestine, Ohio.

Monamobile Oil Co., San Francisco and Los Angeles.

Frank Mosberg Co., Attleboro, Mass.

Motor Car Supply Co., Chicago, Ill.

Mound Tool Co., St. Louis, Mo.

Osgood Lens & Supply Co., Chicago.

Platt & Washburn, New York and San Francisco.

Revere Rubber Co., New York, N. Y.

Romont Mfg. Co., Oakfield, Wis., and Seattle.

Royal Mfg. Co., Rahway, N. J.

R. F. Sedgley, Philadelphia, Pa.

Stanley Works, New Britain, Conn.

Staybestos Mfg. Co., Germantown, Pa.

Strevel-Paterson Hardware Co., Salt Lake City, Utah.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.

Swan & Finch Co., New York and San Francisco.

Thermoid Rubber Co., Trenton, N. J., New York, Chicago, San Francisco and Los Angeles.

Union Hdwe. & Metal Co., Los Angeles, Cal.

U. S. Tire Co., New York, N. Y.

Tritch Hardware Co., Denver, Colo.

Weed Chain Tire Grip Co., New York.

AUTOMOBILE OILS

Monamobile Oil Co., San Francisco.

Platt & Washburn Refining Co., New

Swan & Finch, New York City and San Francisco.

York and San Francisco.

Union Hdwe. & Metal Co., Los Angeles, Cal.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BAKING PANS

Wheeling Corrugating Co., Wheeling, W. Va.

Whitaker-Glessner Co., Wheeling, W. Va.

BALANCES—Spring

John Chatillon & Sons, New York.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.

Pittsburgh Steel Co., Pittsburgh and San Francisco.

United States Steel Products Co., San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.

McKinney Mfg. Co., Pittsburgh, Pa.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Safety Door Hanger Co., Ashland, O.

Stanley Works, New Britain, Conn.

Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

P. & F. Corbin, New Britain, Conn.

Lane Bros. Co., Poughkeepsie, N. Y.

Stanley Works, New Britain, Conn.

BEAMS—Cotton

John Chatillon & Sons, New York.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Buffum Tool Co., Louisiana, Mo.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Progressive Mfg. Co., Torrington, Ct.

Buffum Tool Co., Louisiana, Mo.

Buffalo Forge Co., Buffalo, N. Y.

BLASTING POWDER

Giant Powder Co., San Francisco, Cal.

BOILER & GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Day-
ton, O.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridge-
port, Conn.

BRACES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.

P. & F. Corbin, New Britain, Conn.

The Stanley Works, New Britain, Ct.

BRAKE LINING

Johns-Manville Co., New York, N. Y.

Staybestos Mfg. Co., Germantown, Pa.

Thermoid Rubber Co., Trenton, N. J., New York, Chicago, San Francisco and Los Angeles.

BRAZILERS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE

P. & F. Corbin, New Britain, Conn.

Corbin Cabinet Lock Co., New Brit-
ain, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Russell & Erwin Mfg. Co., New Brit-
ain, Conn.

Sargent & Company, New Haven, New
York, Boston, Chicago, San Francisco.

BUTTS

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stuber & Kuck, Peoria, Ill.

CAN OPENERS

United Royalties Corp., New York, N. Y.

CANNING OUTFITS

The Handy Mfg. Co., Chicago, Seattle.

CAPS, BLASTING

Giant Powder Co., San Francisco, Cal.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Bassick Co., Bridgeport, Conn.

Faultless Oaster Co., Evansville, Ind.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.

The Cleveland Galvanized Works,
Cleveland, Ohio.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.

Henry Peabody & Co., New York.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.

Schroeter Bros. Hardware Co., St.
Louis, Mo.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CHURNS

United Royalties Corp., New York, N. Y.

CLEAVERS—Butcher's

John Chatillon & Sons, New York.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven,
Conn.

CLOTHES LINE REELS

United Royalties Corp., New York, N. Y.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.

Shelby Spring Hinge Co., Shelby, O.

COBBLER OUTFITS

Star Heel Plate Co., Newark, N. J.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

WHERE TO BUY—Continued

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Britain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.

CURRY COMBS

New York Stamping Co., Brooklyn.

CUTLESTY

John Chatillon & Sons, New York.
Honeyman Hardware Co., Portland, Or.
International Silver Co., Meriden, Ct.
Ontario Knife Co., Franklinville, N. Y.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.

DIES

Greenfield Tap and Die Corporation, Greenfield, Mass.

DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS

R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS

Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS

Sedgwick Machine Works, New York.

DUSTERS

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE

Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del., and San Francisco.

EGG BEATERS

"Ladd" All-Steel
United Royalties Corp., New York, N. Y.

ELEVATORS

Sedgwick Machine Works, New York.

ENAMELED WARE

Honeyman Hardware Co., Portland, Or.
Central Stamping Co., New York, N. Y.
New York Stamping Co., Brooklyn, N. Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco
Salt Lake Hardware Co., Salt Lake City, Utah.
Simmons Hardware Co., St. Louis, Mo.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
U. S. Stamping Co., Moundsville, W. Va., San Francisco, Portland.

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.

ESCUTCHEONS

P. & F. Corbin, New Britain, Conn.

EXPANSION BOLTS

Shelby Spring Hinge Co., Shelby, O.

EXPLOSIVES

Parker Supply Co., New York, N. Y.

FASTENERS—Casement Window

Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.

FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

FENCE WIRE

Pittsburgh Steel Co., Pittsburgh and San Francisco.

FILES

Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS

O. J. Childs Co., Utica, N. Y.

FIREARMS

Colt's Patent Firearms Co., Hartford, Conn.

FIRE EXTINGUISHERS

Johns-Manville Co., New York, N. Y.

FIRE POTS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

FISHING TACKLE

J. C. Welsh, Pasadena, Cal.

FITTINGS

Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.

FLOOR AND CEILING PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

Beaton & Corbin Mfg. Co., Southington, Conn.

FLOOR SLEEVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

FLOUR SIFTERS

Fred J. Meyers Mfg. Co., Hamilton, O.

FOOD CHOPPERS

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.

Russell & Erwin Mfg. Co., New Britain, Conn.

Schlichter Mfg. Co., Hamilton, Ohio.

FORGES

Buffalo Forge Co., Buffalo, N. Y.

FRY PANS

Central Stamping Co., New York, N. Y.

New York Stamping Co., Brooklyn.

Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES

Outler & Proctor Stove Co., Peoria, Illinois.

FURNITURE SLIDES

Universal Caster & Foundry Co., Newark, N. J.

GALVANIZED GOODS

Wheeling Corrugating Co., Wheeling, W. Va.

GARAGE EQUIPMENT

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS

Bartlett Mfg. Co., Detroit, Mich.
Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington, Wis.

GARDEN HOSE

C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.

GAS RANGES

James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.

GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HAMMERS

Vaughan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.

Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouze Mfg. Co., Chicago, Illinois.

Triner Reule Co., Chicago, Ill.

HARDWARE JOBBERS

Baker, Hamilton & Pacific Co., San Francisco.
Dunham, Carrigan & Hayden, San Francisco, Cal.
A. M. Holter Hardware Co., Helena, Montana.

Hammond Lumber Co., Los Angeles.

Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
H. Roth & Sons, San Francisco, Cal.
Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hardware Co., St. Louis, Mo.
Strevel-Paterson Hdwe. Co., Salt Lake City, Utah.

Union Hardware & Metal Co., Los Angeles, Cal.

Thomson-Diggs Co., Sacramento, Cal.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.

Buckeye Aluminum Co., Doylestown, O.

Buffum Tool Co., Louisiana, Mo.

Crescent Tool Co., Jamestown, N. Y.

Delta File Works, Philadelphia, Pa.

Enterprise Mfg. Co., Philadelphia, Pa.

Excelsior Bag & Mfg. Co., Troy, N. Y.

Fred J. Meyers Mfg. Co., Hamilton, O.

Lane Bros. Co., Poughkeepsie, N. Y.

Lufkin Rule Co., Saginaw, Mich.

McKinney Mfg. Co., Pittsburgh, Pa.

New York Stamping Co., Brooklyn, N. Y.

Reading Saddle & Mfg. Co., Reading, Penn.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Salt Lake Hardware Co., Salt Lake City, Utah.

Schroeter Bros. Hardware Co., St. Louis, Mo.

Shelby Spring Hinge Co., Shelby, O.

Simmons Hdwe. Co., St. Louis, Mo.

Stanley Works, New Britain, Conn.

Strevel-Paterson Hdwe. Co., Salt Lake City, Utah.

Thomson-Diggs Co., Sacramento, Cal.

HARNES HARDWARE

Covert Mfg. Co., Troy, N. Y.

Salt Lake Hardware Co., Salt Lake City, Utah.

HEEL PLATES

Star Heel Plate Co., Newark, N. J.

HINGES

Bommer Brothers, Brooklyn, N. Y.

P. & F. Corbin, New Britain, Conn.

P. & F. Corbin, New Britain, Conn.

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

Superior Spring Hinge Co., Chicago and Los Angeles.

HOLLOW HANDLE TOOL KITS

Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

HOOK AND EXPANSION PLATES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Boston Woven Hose & Rubber Co., Boston, Mass.

Goodyear Rubber Co., San Francisco.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.

Baker, Hamilton & Pacific Co., San Francisco.

Central Stamping Co., New York, N. Y.

Cordley & Hayes, New York, N. Y.

Corning Glass Works, Corning, N. Y.

Dunham Carrigan & Haydenn, San Francisco, Cal.

The Handy Mfg. Co., Chicago, Seattle.

Heyman-Weil Co., San Francisco, Cal.

Jensen, King, Byrd Co., Spokane, Wa.

Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.

Landers, Frary & Clark, New Britain, Connecticut.

Fred J. Meyers Mfg. Co., Hamilton, O.

National Kitchen Products Co., San Francisco, Cal.

New York Stamping Co., Brooklyn, N. Y.

Nu-Sink Co., Los Angeles and San Francisco, Cal.

Ontario Knife Co., Franklinville, N. Y.

Schlichter Mfg. Co., Hamilton, Ohio.

Schluter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.

Strevel-Paterson Hardware Co., Salt Lake City, Utah.

WHERE TO BUY—Continued

United Royalties Corporation, N. Y.
 United States Stamping Co., Mounds-
 ville, W. Va., San Francisco, Portland.
 Wheeling Corrugating Co., Wheeling,
 W. Va.
ICE CREAM FREEZERS
 North Bros. Mfg. Co., Philadelphia.
ICE SCALES
 Pelouse Mfg. Co., Chicago, Ill.
 Triner Scale Co., Chicago, Ill.
INTERIOR METAL DECORATIONS
 Wheeling Corrugating Co., Wheeling,
 W. Va.
IRON AND STEEL
 Salt Lake Hardware Co., Salt Lake
 City, Utah.
 Strevell-Paterson Hardware Co., Salt
 Lake City, Utah.
 Thomson-Diggs Co., Sacramento, Cal.
 United States Steel Products Co., San
 Francisco, Los Angeles, Portland and
 Seattle.
 Wheeling Corrugating Co., Wheeling,
 W. Va.
JACKS—Carriage, Truck
 Lane Bros. Co., Poughkeepsie, N. Y.
JAPANESE WARE
 Schlueter Mfg. Co., St. Louis, San
 Francisco, Seattle, Denver.
JOIST HANGERS
 Lane Bros. Co., Poughkeepsie, N. Y.
KICK PLATES
 Remmer Bros. Co., Brooklyn, N. Y.
 Shelby Spring Hinge Co., Shelby, O.
KNIVES
 John Chatillon & Sons, New York.
 Ontario Knife Co., Franklinville, N. Y.
KNOBS—Door
 P. & F. Corbin, New Britain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
LAVATORY SPRING HINGES
 Chicago Spring Butt Co., Chicago, Ill.
LAWN MOWERS
 Coldwell Lawn Mower Co., Newburgh,
 N. Y., and Chicago, Ill.
 Philadelphia Lawn Mower Co., Phila-
 delphia, Pa.
 Pennsylvania Lawn Mower Co., Phila-
 delphia, Pa.
 Simmons Hdw. Co., St. Louis, Mo.
LAWN SPRINKLERS
 Buffum Tool Co., Louisiana, Mo.
 Enterprise Mfg. Co. of Pa., Philadel-
 phia, Pa.
 Stuber & Kuck, Peoria, Ill.
 Thompson Mfg. Co., Los Angeles, Cal.
 Will's Sprinkler Co., Los Angeles, Cal.
LAWN SWEEPERS
 Philadelphia Lawn Mower Co., Phila-
 delphia, Pa.
LENSES
 Corning Glass Works, New York, N. Y.
 Osgood Lens & Supply Co., Chicago.
LEVELS
 Bridgeport Hardware Mfg. Corp.,
 Bridgeport, Conn.
 Goodell-Pratt Co., Greenfield, Mass.
 Henry Disston & Sons, Philadelphia.
 Stanley Rule & Level Co., New Brit-
 ain, Conn.
LINOLEUM
 Armstrong Cork Co., Lancaster, Pa.
LOCKS
 P. & F. Corbin, New Britain, Conn.
 Corbin Cabinet Lock Co., New Brit-
 ain, Conn.
 Shelby Spring Hinge Co., Shelby, O.
LUBRICATING OIL
 Tide Water Oil Company, New York,
 San Francisco, Boston, Philadelphia
 and Chicago.
MANUFACTURERS' AGENTS
 Bailey & Drake Co., San Francisco.
 A. H. Contes Co., San Francisco, Cal.
 George E. Dalton, Los Angeles, Cal.
 Norman Cowan, San Francisco, Cal.
 W. D. Caldwell, San Francisco.
 E. C. Coffin & Co., Salt Lake, Utah.
 Horace Allen, San Francisco.
 S. V. Armstrong, San Francisco.
 Phil Bekeart Co., San Francisco.
 W. F. Boardman & Co., San Fran-
 cisco, Cal.
 A. L. Conger Co., San Francisco.
 Omer Cox, San Francisco.
 A. W. Dow, San Francisco.
 Geo. F. Eberhard Co., San Francisco.
 Ewing-Lewis Co., San Francisco and
 Los Angeles, Cal.
 Griffith Sales Co., Sheldon Bldg., San
 Francisco, Cal.
 Edward Knobie & Son, Tacoma, Wash.
 Chas. L. Lewis, San Francisco.

French & Linforth, San Francisco.
 O. W. Gause Co., San Francisco.
 W. H. Gilbert, San Francisco and Los
 Angeles.
 R. B. Hanna, Los Angeles.
 Haven & Haven, San Francisco, Cal.
 D. L. Herman, Seattle.
 H. A. Heppner & Co., Portland.
 Wm. P. Horn Co., San Francisco.
 M. Howard, San Francisco.
 Hughson & Merton, San Francisco.
 C. N. & F. W. Jonas, Los Angeles, San
 Francisco.
 E. A. Keithley, San Francisco.
 P. C. & A. E. Lowrey, San Francisco.
 O. A. Maydwell & Co., San Francisco.
 Mayrant Conner, San Francisco.
 McDonald & Linforth, San Francisco.
 Morgan & Allen, San Francisco.
 J. T. McDewitt, San Francisco.
 T. D. McLean Co., Seattle.
 Osgood & Howell, San Francisco.
 Sanford Plummer, San Francisco.
 A. Rannis, San Francisco.
 O. S. Rhea, Berkeley, Cal.
 Jno. T. Rowntree, San Francisco, Port-
 land, Or., Los Angeles, Denver, Colo.
 Rowntree & Wishon, San Francisco.
 A. C. Rulofson, San Francisco and Los
 Angeles, Portland, Seattle.
 C. P. Rust & Co., San Francisco, Cal.
 O. H. Smith & Bro., Los Angeles.
 T. H. Speddy, San Francisco.
 O. H. Stanyan, San Francisco.
 Eugene C. Saul, San Francisco.
 J. A. Tutill, Los Angeles, Cal.
 S. F. Wilbur Co., San Francisco, Cal.
 Thomas A. Williams, Salt Lake.
 S. G. Wilson, Los Angeles.
 Fred P. Winchester, San Francisco.
 John J. Wirtner, San Francisco.
 Wright & Lacey, San Francisco.
MECHANICS' TOOLS
 Buffum Tool Co., Louisiana, Mo.
 The Keystone Mfg. Co., Buffalo, N. Y.
 The James Swan Co., Seymour, Conn.
METAL CEILINGS
 Wheeling Corrugating Co., Wheeling,
 W. Va.
METAL LATH
 Wheeling Corrugating Co., Wheeling,
 W. Va.
METAL SHINGLES
 Wheeling Corrugating Co., Wheeling,
 W. Va.
MILK CANS
 Sturges & Burn Mfg. Co., Chicago,
 Ill.
MILLS—Coffee, Spice, Corn
 Lane Bros. Co., Poughkeepsie, N. Y.
MITRE BOXES
 H. C. Marsh Co., Rockford, Ill.
MITRE MACHINES
 H. C. Marsh Co., Rockford, Ill.
NAILS
 Pittsburgh Steel Co., Pittsburgh and
 San Francisco.
NAIL CLIPS
 H. C. Cook Co., Ansonia, Conn.
NAIL SETS
 James Swan Co., Seymour, Conn.
NAILS, STAPLES, SPIKES
 American Steel & Wire Co., Chicago,
 Ill.; San Francisco and Los Angeles,
 Cal.; Portland, Ore., and Seattle,
 Washington.
NAIL STRIPPERS
 Dick Smith, Los Angeles, Cal.
OIL GAUGES
 Apco Mfg. Co., Providence, R. I.
OIL STOVES
 George M. Clark & Co., Division Amer-
 ican Stove Co., Chicago and San
 Francisco.
 Ringen Stove Co., St. Louis, Mo.
PAISL—Fibrotta
 Cordley & Hayes, New York, N. Y.
PAINTS
 The Brininstool Co., Los Angeles, Cal.
 California Paint Co., Oakland, Cal.
 Wm. Conners Paint Mfg. Co., Troy,
 N. Y.
 Joseph Dixon Crucible Co., Jersey City,
 N. J.
 Montauk Paint Mfg. Co., Brooklyn.
 R. N. Nason & Co., San Francisco, Cal.
 Simmons Hardware Co., St. Louis, Mo.
 Salt Lake Hardware Co., Salt Lake
 City, Utah.
 Strevell-Paterson Hardware Co., Salt
 Lake City, Utah.

PEDAL PADS
 Auto Pedal Pad Co., New York, N. Y.
PIPE
 Central Foundry Co., New York.
 Abendroth Bros., Port Chester, N. Y.
 Alabama Flue & Foundry Co., Annis-
 ton, Ala.
 American Enameling Mfg. Corp., New
 York, N. Y.
 American Foundry & Pipe Co., Penna
 Sta., Pa.
 Anniston Foundry Co., Anniston, Ala.
 Bessemer Soil Pipe Co., Bessemer, Ala.
 Campbell Mfg. Co., Gadsden, Ala.
 Casey Hedges Co., Chattanooga, Tenn.
 Charlotte Pipe & Fdy. Co., Charlotte,
 North Carolina.
 Coosa Pipe & Foundry Co., Birming-
 ham, Ala.
 Crown Pipe & Fdy. Co., Jackson, O.
 Gadsden Pipe Co., Gadsden, Ala.
 Haines, Jones & Oadbury Co., Phila-
 delphia, Pa.
 J. D. Johnson Co., New York, N. Y.
 Krupp Foundry Co., Lansdale, Pa.
 Medina Foundry Co., Medina, N. Y.
 National Foundry Co. of N. Y., Brook-
 lyn, N. Y.
 National Pipe & Foundry Co., Attalla,
 Ala.
 Reading Foundry & Supply Co., Read-
 ing, Pa.
 Salem Brass & Iron Mfg. Co., Salem,
 New Jersey.
 Sanitary Co. of America, Linfield, Pa.
 Somerville Iron Works, New York.
 Standard Foundry Co., Anniston, Ala.
 Superior Mfg. Co., Bessemer, Ala.
 Union Foundry Co., Anniston, Ala.
 A. Weiskittel & Son Co., Baltimore.
 H. Wetter Mfg. Co., Memphis, Tenn.
PIPE BENDERS
 Buffum Tool Co., Louisiana, Mo.
PIPE FITTINGS
 Rhode Island Fittings Co., Hillsgrove,
 Rhode Island.
PIPE HANGERS
 Beaton & Cadwell Mfg. Co., New Brit-
 ain, Conn.
PIPE HOOKS
 Berger Bros. Co., Philadelphia, Pa.
PIPE WRENCHES
 Peck, Stow & Wilcox Mfg. Co., South-
 ington, Conn. and Cleveland, Ohio.
 Trimont Mfg. Co., Roxbury, Mass.
PISTON RINGS
 Automobile Accessories Co., Baltimore.
PIVOTS—Ball Bearing
 Bommer Bros., Brooklyn, N. Y.
PLANES
 Stanley Rule & Level Co., New Britain,
 Conn.
PLATES—Kick
 Bommer Bros., Brooklyn, N. Y.
PLIERS
 Peck, Stow & Wilcox Mfg. Co., South-
 ington, Conn. and Cleveland, Ohio.
PLUMBING SPECIALTIES
 Armstrong Mfg. Co., Bridgeport, Ct.
 Buffum Tool Co., Louisiana, Mo.
 C. F. Church Mfg. Co., Holyoke, Mass.
 Otto Berns, Newark, N. J.
 Boston Brass Co., Waltham, Mass.
 Clayton & Lambert Mfg. Co., Detroit,
 Michigan.
 Crescent Tool Co., Jamestown, N. Y.
 Excelsior Bag & Mfg. Co., Troy, N. Y.
 Hays Mfg. Co., Erie, Penn.
 M. L. Kline, Portland, Ore.
 Nye Tool & Machine Works, Chicago.
 Rhode Island Fittings Co., Hillsgrove,
 Rhode Island.
 Thos. Savill's Sons, Philadelphia, Pa.
 Trimont Mfg. Co., Roxbury, Mass.
 Turner Brass Works, Syracuse, Ill.
POLISHES
 The Cedarwax Co., Los Angeles.
 Crystal-lac Distributing Co., San Fran-
 cisco, Los Angeles, Seattle.
POWDER—Smokeless
 Hercules Powder Co., Wilmington,
 Del., and San Francisco.
PRUNING HOOKS
 Henry Disston & Sons, Philadelphia.
PRUNING SHEARS
 Granucci Hardware Co., San Francisco.
 Peck, Stow & Wilcox Mfg. Co., South-
 ington, Conn. and Cleveland, Ohio.
PUMP VALVES AND PLUNGERS
 Berger Bros. Co., Philadelphia, Pa.

WHERE TO BUY—Continued

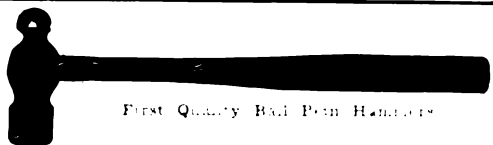
- PUMPS**
Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Cal.
- PUSH PLATES**
Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
- RADIATOR VALVES**—Key and Wood
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- RAILWAY CAR MOVERS**
G. D. Bewell & Son, Appleton, Wis.
- RANGES**
Jas. Graham Mfg. Co., San Francisco, California.
Ringen Stove Co., St. Louis, Mo., San Francisco, Cal.
- REAMERS**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- REFRIGERATORS**
Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Northern Refrigerator Co., Grand Rapids, Mich.
Simmons Hdw. Co., St. Louis, Mo.
- RIVETS**
Edwin B. Stimpson Co., Brooklyn, N. Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago, Ill.
Wheeling Corrugating Co., Wheeling, W. Va.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING CEMENT**
Wm. Connors Paint Mfg. Co., Troy, New York.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RULES**
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
- SASH CORD**
Samson Cordage Works, Boston, Mass.
- SAWS**
Henry Dieston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Fitchburg, Mass.
San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.
- SAW SETS**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- SCALES**
John Chatillon & Sons, New York.
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
- SCREW CASES**
American Bolt & Screw Case Co., Day-
ton, O.
- SCREW DRIVERS**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Dieston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Brit-
ain, Conn.
- SCREEN DOOR SETS**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.
- SEEDS**
Aggeler & Musser, Los Angeles, Cal.
- SHARPENING MACHINE**
Hyfield Mfg. Co., New York, N. Y.
- SHEETS**
Brier Hill Steel Co., Youngstown, O.,
and San Francisco.
- SHEEP SHEARING MACHINES
AND TOOLS**
Chicago Flexible Shaft Co., Chicago.
- SHEETS**—Black and Galvanized
Wheeling Corrugating Co., Wheeling,
W. Va.
- SHOTGUN SHELLS**
Peters Cartridge Co., San Francisco
and Cincinnati, O.
- SHOW CASES**
Duluth Show Case Co., Duluth, Minn.
- SKILLETS**
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.
- SLIDING CASTERS**
Domes of Silence Co., New York, N. Y.
Onward Mfg. Co., Menasha, Wis.
- SLIDING DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- SNAPS**
Covert Mfg. Co., Troy, N. Y.
- SOLDER**
Wheeling Corrugating Co., Wheeling,
W. Va.
- SPARK PLUGS**
Johns-Manville Co., New York, N. Y.
- SPITTOONS**—Fibrotta
Cordley & Hayes, New York City,
N. Y.
- SPORTING GOODS**
Colt's Patent Firearms Co., Hartford,
Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wn.
Peters Cartridge Co., Cincinnati, O.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
- SPRAYING OUTFITS**
Goulds Mfg. Co., Seneca Falls, N. Y.
- SPRINKLERS AND HOLDERS**
Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.
- STAMPED STEEL HARDWARE**
Shelby Spring Hinge Co., Shelby, O.
- STANDS AND LASTS**
Star Heel Plate Co., Newark, N. J.
- STAPLES**—Wire
McKinney Mfg. Co., Pittsburgh, Pa.
- STEAK AND FISH PLANKS**
Lansing-Company, San Francisco, Cal.
- STEELS**—Butcher's
John Chatillon & Sons, New York.
- STEEL FENCE POSTS**
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle.
- STOCKS AND DIES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- STOVES**
George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.
Oulter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wn.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.
- STOVE PIPE CRIMPER**
Packham Crimper Co., Mechanicsburg,
Ohio.
- STOVE PUTTY**
William Connors Paint Mfg. Co., Troy,
New York.
- STOVE REPAIRS**
Myer S. Rubens, Spokane, Wash.
Spokane Stove Repair Works, Spo-
kane, Wash.
- TACKLE BLOCKS**—Automatic
Lane Bros. Co., Poughkeepsie, N. Y.
- TANKS**—Pneumatic Water Supply
Wm. B. Seafie & Sons, Pittsburgh, Pa.
- TAPS AND DIES**
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- TAPES**
Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.
- THREADING MACHINES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- TIMBER HANGERS**
Lane Bros. Co., Poughkeepsie, N. Y.
- TINWARE**
Central Stamping Co., New York, N. Y.
Schluster Mfg. Co., St. Louis, San
Francisco, Seattle, Denver.
- TIRES**
Century Plainfield Tire Co., Plainfield,
N. J.
Diamond Rubber Co., Akron, San
Francisco and Seattle.
B. F. Goodrich Co., Akron, Ohio.
Hartford Rubber Works Co., New York
McGraw Tire & Rubber Co., East Pal-
estine, Ohio.
Thermoid Rubber Co., Trenton, N. J.,
New York, Chicago, San Francisco
and Los Angeles.
U. S. Tire Co., New York, N. Y.
- TIRE PUMPS**
J. H. Haney & Co., Hastings, Neb.
- TOGGLE BOLTS**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- TOOLS**
Mound Tool Co., St. Louis, Mo.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Whitman & Barnes, Akron, Ohio, New
York and San Francisco.
- TOOL HOLDERS**
J. H. Williams & Co., Brooklyn, N. Y.
- TOOL ROLLS**
Buffum Tool Co., Louisiana, Mo.
Excelsior Bag & Mfg. Co., Troy, N. Y.
- TOOTH BRUSH HOLDERS**
E. J. Chubbuck, San Francisco, Cal.
- TORCHES**
Turner Brass Works, Sycamore, Ill.
Olney & Lambert Mfg. Co., Detroit,
Michigan.
Otto Berns, Newark, N. J.
- TROLLEYS**—Overhead
Lane Bros. Co., Poughkeepsie, N. Y.
- TRUCKS**
Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., New-
ark, N. J.
- TRUNKS AND BAGS**
Salt Lake Hardware Co., Salt Lake
City, Utah.
- TUBS**—Fibrotta
Cordley & Hayes, New York, N. Y.
- VACUUM BOTTLES**
Landers, Frary & Clark, New Britain,
Conn.
- VARNISH**
California Paint Co., Oakland, Cal.
- VISES**
Goodell-Pratt Co., Greenfield, Mass.
H. C. Marsh Co., Rockford, Ill.
- WASHING MACHINES**
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
- WASHERS**—Wrought Steel
The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee.
- WASTE**
Royal Mfg. Co., Rahway, N. J.
- WEEDERS**
J. E. Gilson Co., Port Washington,
Wis.
- WHEELBARROWS**
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.
- WIRE AND WIRE SPECIALTIES**
United States Steel Products Co., San
Francisco, Los Angeles, Portland
and Seattle.
Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.
- WRENCHES**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge-
port, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Will B. Lane, Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes, Akron, Ohio, New
York and San Francisco.
- WRINGERS**
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
- WROUGHT STEEL WASHERS**
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



First Quality Ball Pein Hammer



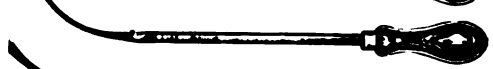
No. 1765—Curved Bearing Scraper Set. List \$1.50



No. 1761—List \$6.00

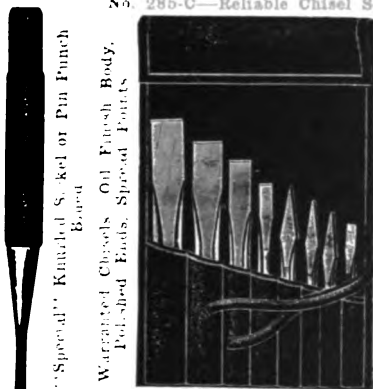
No. 1750—Straight

No. 1761—Hollow



No. 1771—Carbon Scraper Set. List 60¢ Set

No. 285-C—Reliable Chisel Set



List Price—\$3.00 Set

Mechanic's Ripped Auto Punch

Carver Roll

The Quality of Buffum Tools

Stands out in every line and
stands out more during
every month of hard service

Proper Design
Good Material Best Finish
Right Price

WHAT MORE?

Every Tool Fully
Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T

YOU CAN'T

C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street

San Francisco, California



Tell your customer to protect both car and cargo

Your customer's truck is probably insured—but how about his cargo? With the country at war a burned cargo is more than a commercial loss, it's an advantage to the enemy.

Not one cargo, but every load that the truck carries is adequately protected when there's a Johns-Manville Fire Extinguisher aboard.

It's the only one-quart extinguisher with a two-way method of operation—discharged either by pumping, or in tight corners by air pressure previously pumped up.

Entitles car owners to 15% reduction in automobile fire insurance premiums.

Trade details sent on request.

Price in United States, East of Colorado,
\$10.00; \$10.50 Colorado and West.
Dominion of Canada: \$12.00 East of
Calgary; \$12.50 Calgary and West.
Brass or nickel finish, bracket included.

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories—Branches in 61 Large Cities



Johns-Manville Fire Extinguisher



GIFT
APR 17 1918

Hardware World

PLUMBING AND HEATING

1314

LIBRARY
ON THE
UNIVERSITY
OF
CALIFORNIA

APRIL 1918



MAY WE SEND YOU THIS "CUT-OUT?"

THE ABOVE "Cut-out," beautifully lithographed in nine colors, represents a garage equipped with Stanley Garage Hardware. With other automobile accessories grouped about it, this display will form a most effective window trim that cannot fail to attract the attention of automobile owners and garage builders.

It is made of heavy cardboard—can be adjusted in a moment.

The dimensions over all are 50 inches long by 36 inches high.

Because of the unusual value of this display, it will be sent only to those dealers who stock 10-inch and 24-inch

Garage Hinges No. 1457 and the Stanley Garage Door Holder No. 1774. If you are not already selling these items, your request for a display should be accompanied by an order of reasonable size. In sending such an order please give the name of the jobber through whom your Stanley Garage Hardware is to be shipped.

SEND FOR THIS DISPLAY TODAY

Stanley Garage Hardware is carried in stock by the leading builders' hardware dealers.

THE STANLEY WORKS, New Britain, Conn., U. S. A. NEW YORK, 100 Lafayette Street
CHICAGO, 73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Twinroid Box Strapping and Cold Rolled Stripped Steel. Stanley Garage Hardware is adaptable for factory and mill use.



COUPLE your selling energy and reputation to the sheathing paper for which there is no satisfactory substitute.

BERMICO

offers you generous profits and helps to build a veritable mountain of prestige.

Satisfied customers build for future business. Therefore you cannot afford to handle other than the best in each respective line. Burn this deep in your memory. BERMICO is to sheathing paper what "sterling" is to silver.

*We shall be glad to
send you complete information upon request*

BROWN COMPANY

Founded 1852

PORTLAND, MAINE

Hack Saw Mileage



Just as some tires puncture and some wear out, some hack saws break, others dull quickly.

The utmost in hack saw mileage requires a saw that is hard enough to cut keenly, yet not too brittle.

Starrett Hack-Saws

give the utmost mileage—they are of the highest quality just as Starrett Tools are of the highest quality. Tungsten steel to start with, milled teeth, the right set, and hardened just right for the metal it is intended to cut. And this hardening is important—combined with the right shape of teeth and the best number per inch it insures quickest cutting, thereby saving mechanics' time—the greatest possible saving.

But to get most mileage from a hack saw, even a Starrett, the right saw must be used. It's easy to find out what is the right saw to recommend, for the metal or shape—from the new Starrett Hack Saw Chart No. BF. It's free, send for it.



The L. S. Starrett Co.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

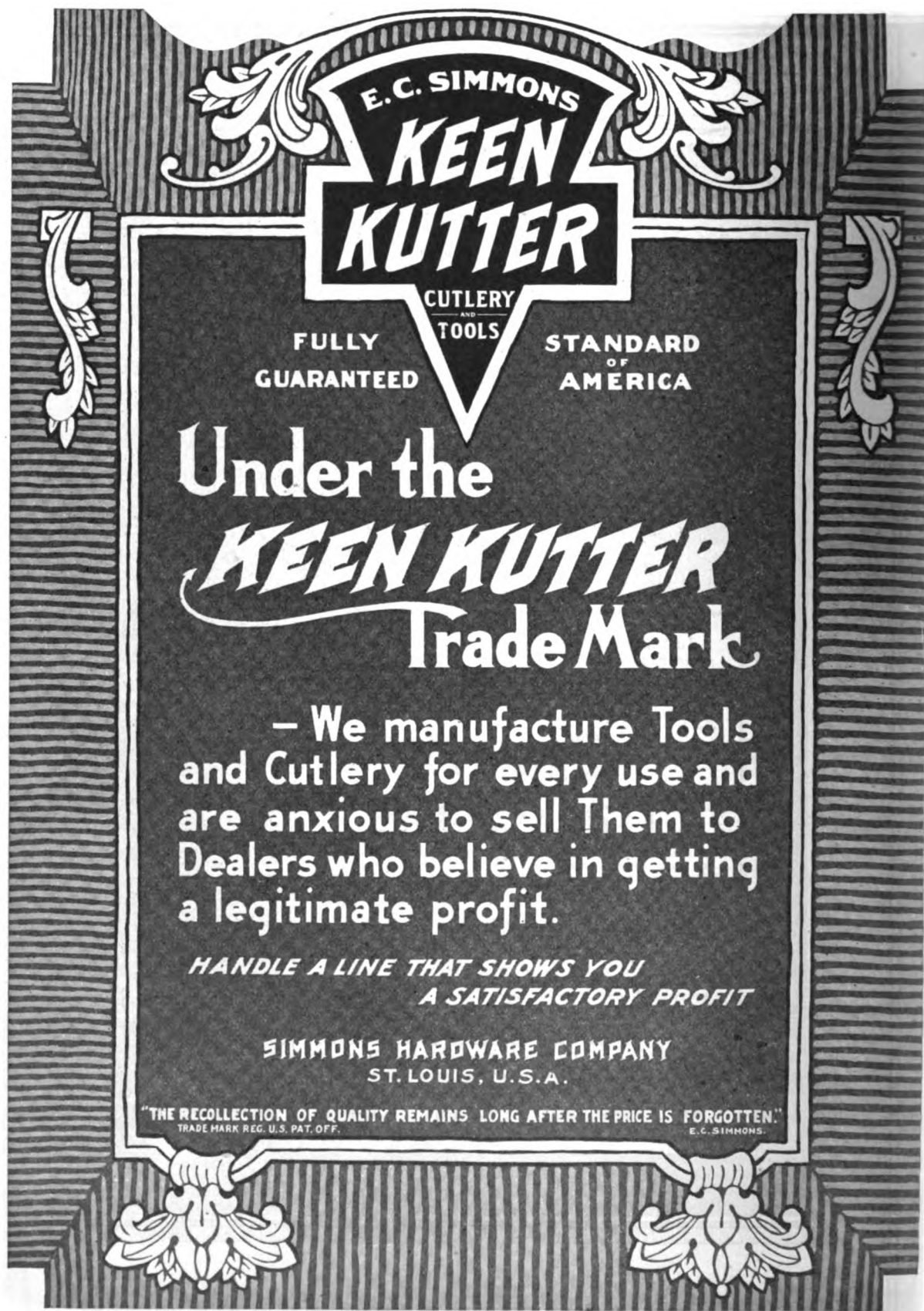
New York

London

42-754

Chicago





E.C. SIMMONS
**KEEN
KUTTER**
CUTLERY
AND
TOOLS

FULLY
GUARANTEED

STANDARD
OF
AMERICA

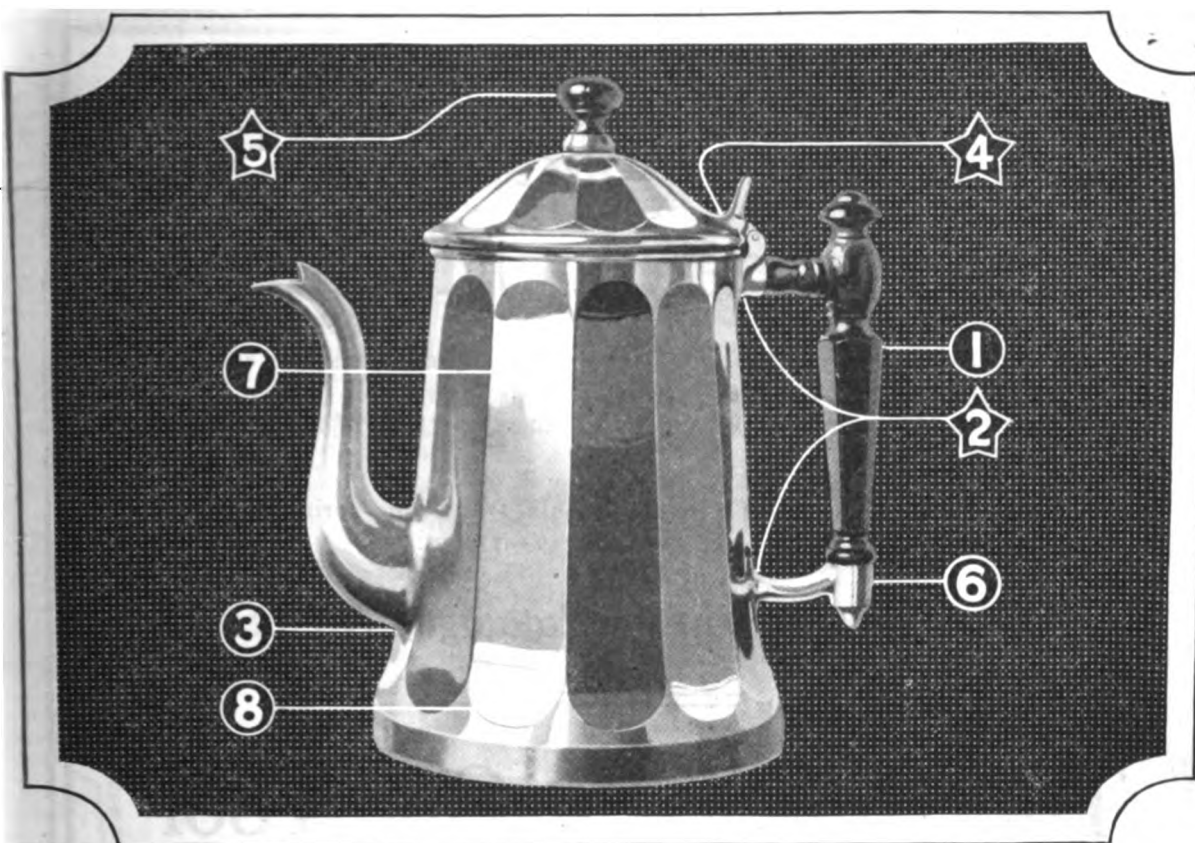
Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.



A Revolution in a Tea Pot

Here eight great evolutions meet. Together they constitute a veritable revolution in all Tea Pot construction. Of course they are Mirro advantages, characteristic of the better-ness of every article of Mirro Aluminum.

From the well-balanced handle to the no-burn knob, daintiness and utility are apparent everywhere. Here, indeed, are a host of wonder features to delight a woman's heart. Mirro Aluminum truly reflects good house-keeping.



Here is beauty to grace any table, coupled with an inwrought durability that makes this Mirro Tea Pot a life-long friend. Note, if you please, that three of the superiorities are "star" features—exclusively "Mirro."

And please remember that back of the Mirro line is one of the world's largest concerns manufacturing aluminum ware, that each piece is the sum of twenty-five years' experience in better aluminum making.

Dealers: If you are not already handling this popular and big selling line, write today for dealer catalog and interesting sales plan.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

MIRRO ALUMINUM
 Reflects
 Good Housekeeping

Now is Your Opportunity to Sell Sheep Shearing Machines

With wool at present high prices there is an unprecedented demand for Stewart Sheep and Goat Shearing Machines because they get 15 per cent more wool than can be obtained with hand shears, to say nothing of the saving in time and labor.

There will be a number of Stewart Machines sold this spring in every sheep locality. Get your share of the business—it pays.

Write Immediately for Catalogue No. 65

The Big Six-In-One Tool

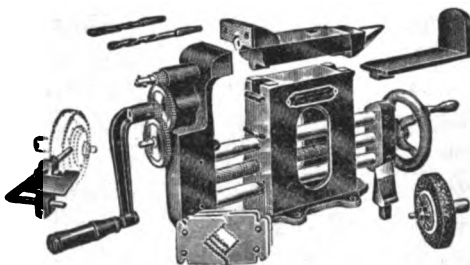
is one of the best propositions for quick dealer sales and good profit we have ever offered.

Retail Price Complete
With All
Attachments Shown

\$16.00

East of Denver
\$14.00.

Weights, 90 Pounds



For the
Farm, Shop, Gar-
age and Home

Will Quickly Pay
for Itself

Six Tools in One Sturdy Device—Drill Press, Powerful Vise, Pipe Vise, Grinding Machine, Anvil and Metal Cutter. Three speeds—direct, 4 to 1, 16 to 1.

DEALERS—Display the Stewart Handy Worker (Six-in-One Tool) and immediate sales will follow. Good profits for you. If your jobber can't supply you, we will.

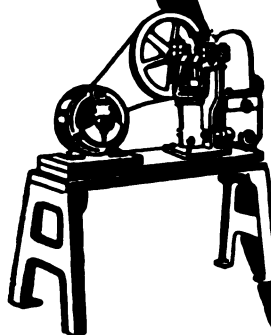
Chicago Flexible Shaft Company

5608 Twelfth Street, Chicago, U. S. A.

Goulds "Hi-Speed" Pumps Make High-Speed Sales

This new Goulds Pump offers you a *real* opportunity. It opens up an entirely new business — additional business—with quick turn-overs on a small stock investment. It is designed for water supply systems in suburban and small-town homes, hotels, mills and factories; in farm homes, dairies, creameries and stables; in cottages, camps and all places inaccessible to public water supply.

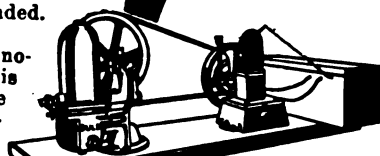
GOULDS PUMPS FOR EVERY SERVICE



"Hi-Speed" Outfit "A"

cover a range of nearly 400 styles. The complete line has received more national advertising than any other line of pumps. Seventy years' success in pump-making has made Goulds Pumps the biggest sellers on the market. Every pump is guaranteed to do satisfactorily the work for which it is recommended.

The Goulds "Hi-Speed" Pump is an innovation in the manufacture of pumps. It is the *only* noiseless, gearless pump on the market. This pump operates at 500 revolutions per minute. It can be driven by belt from either an electric motor or gasoline engine with only slight reduction.



"Hi-Speed" Outfit "N"

HI-SPEED

Pumps and Pumping Outfits

Goulds "Hi-Speed" pumping outfits are made in 13 different styles to meet every possible condition. These 13 outfits include:

Gasoline Engine driven outfit

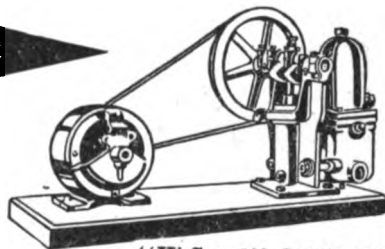
Electric Motor driven outfits for operation from farm lighting systems

Electric Motor driven outfits for operation on 110 or 220 volt D. C. and A. C. lighting circuits

The component parts of each style are interchangeable with the corresponding parts of each of the other styles. Consequently, you need keep on hand only one outfit and a stock of extra parts. From these you can

build any style your customers want. A window display of this new noiseless "Hi-Speed" Pump will attract endless attention, and will make sales — try it out! Be the first in your town to display the "Hi-Speed."

Write for complete information and prices today



"Hi-Speed" Outfit "C"

THE GOULDS MANUFACTURING COMPANY

Main Office and Works: Seneca Falls, N. Y.

New York
16 Murray St.

Pittsburgh
636 Henry W. Oliver Bldg.

Boston
58 Pearl St.

Atlanta
Third National Bank Bldg.

Chicago
12-14 S. Clinton St.

Philadelphia
111 North Third St.
Houston
1001 Carter Bldg.

Free



This Will Help You Sell Star Coaster Wagons.

You know that goods attractively displayed are half sold. And the Automatic Wagon Salesman shown above has moved a lot of wagons for dealers handling H. H. F. & Co. goods.

We will give you this valuable fixture absolutely free of cost with a reasonable order for our STAR and Overland Coaster Wagons.

And Star and Overland Wagons have wearing qualities as well as selling value. They are strong and good looking. Wheels that can't loosen. A braced, all-steel construction below the box that keeps inevitable collisions with posts and telephone poles from wrecking the wagon. Full roller bearing axles making an easy pull for even a three-year-old and quality that's better this year than ever before.

Look over our catalogs. Consider our proposition. A letter from you will bring both.



Star Goods Sold by Best Dealers Everywhere

HUNT, HELM, FERRIS & COMPANY, 54 Hunt St., Harvard, Ill.

New York Branch: Industrial Building, Albany, N. Y.

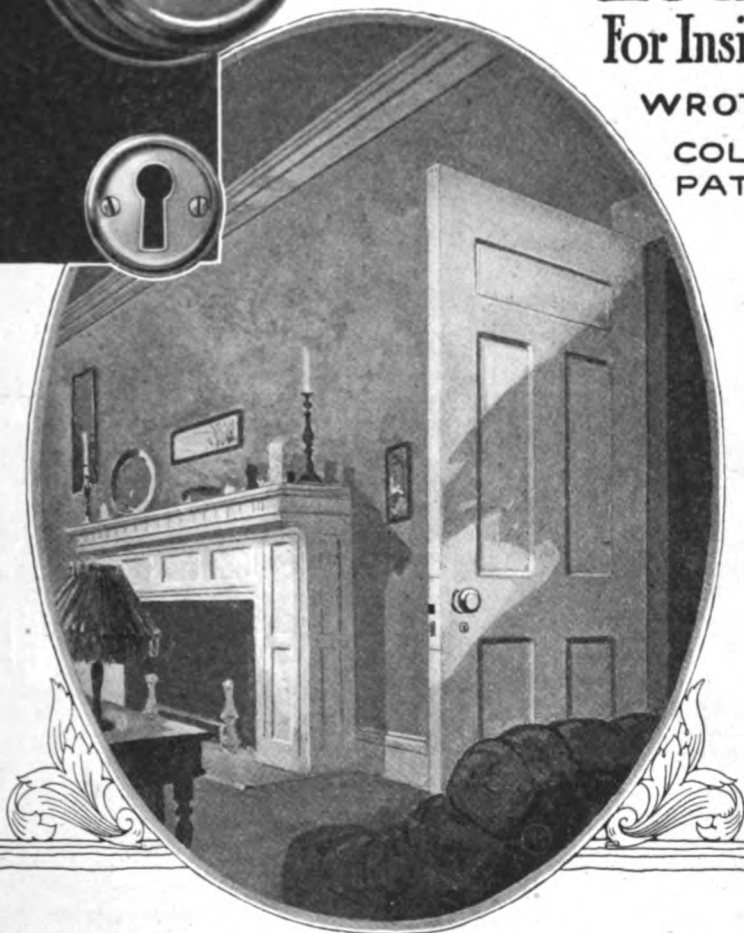
Honeyman Hardware Co. Portland, Oregon
Seattle Hardware Co. Seattle, Washington
Mason Hardware Co. Spokane, Washington

Jensen-King-Byrd Co. Spokane, Washington
Morse Hardware Co. Bellingham, Washington
Baker-Hamilton, Pacific Co. San Francisco, California

A New RUSSWIN Lock Set For Inside Doors

WROT BRASS

COLONIAL
PATTERN



Lock No. 0389 Knob No. W955 Majestic Escutcheon No. 62
Furnished only in Wrot Brass, Finishes Nos. 9, 10 or 09B
Knobs are 2 inches in diam. and modeled on graceful lines
The set is one of the most attractive medium priced sets that we have ever
offered. Suitable for inside doors, throughout the house

RUSSELL & ERWIN MFG. CO.

The American Hardware Corporation, Successor

New Britain, Conn.

New York

San Francisco

Chicago

London, Eng.

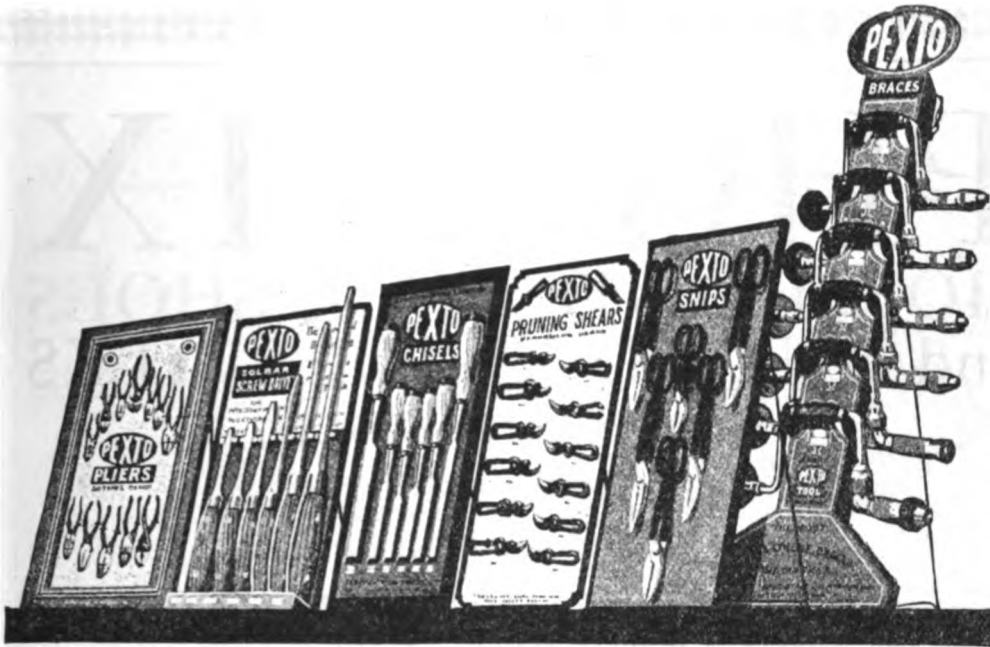


CORBIN

Everything in Locks
and Builders' hardware
that you will require to
equip any structure from
a cottage to a skyscraper.
"Hints to Home Builders" sent
on request.

P. & F. CORBIN
*The American Hardware
Corporation, Successors*
NEW BRITAIN CONN
U. S. A.

The Home of Corbin Quality - The largest factory in the world devoted exclusively to the manufacture of builders' hardware.



In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you get them working together.

One sells Braces, another sells Chisels, a third sells Pruning Shears, while the others are selling Pliers, Snips and Screw Drivers. They all SELL.

And while each one is selling its particular specialty, all together they are selling PEXTO. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

Southington, Conn.

Cleveland, O.

Address correspondence to 207 W. Center St., Southington, Conn.

PEXTO

MECHANICS' HAND TOOLS

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

GEO. A. LOWE COMPANY
Pocatello, Idaho
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World
ROLLING MILLS AND FACTORIES JOLIET, ILL., POUGHKEEPSIE, NEW YORK



How much were you short in your cash last night?

How much are you usually short?

Do you always know who is responsible for the shortages?

Did you ever try to figure out how much you lose this way?

Every time you are short in your cash it is proof that some one is careless.

A careless clerk is apt to forget to charge goods sold on credit. And the loss is yours.

Or he makes mistakes that lead to disputes with customers. Sometimes you lose good customers that way.

An up-to-date National Cash Register prevents mistakes in change.

It protects your profits. It makes each clerk responsible for every sale he makes.

Enforcing accuracy is only one of the many advantages a National Cash Register will give you.

A National Cash Register and the N. C. R. Credit File will give you complete control of your business.



An N. C. R. Receipt makes every customer the merchant's inspector.

→ ***Sign and mail this coupon today.***

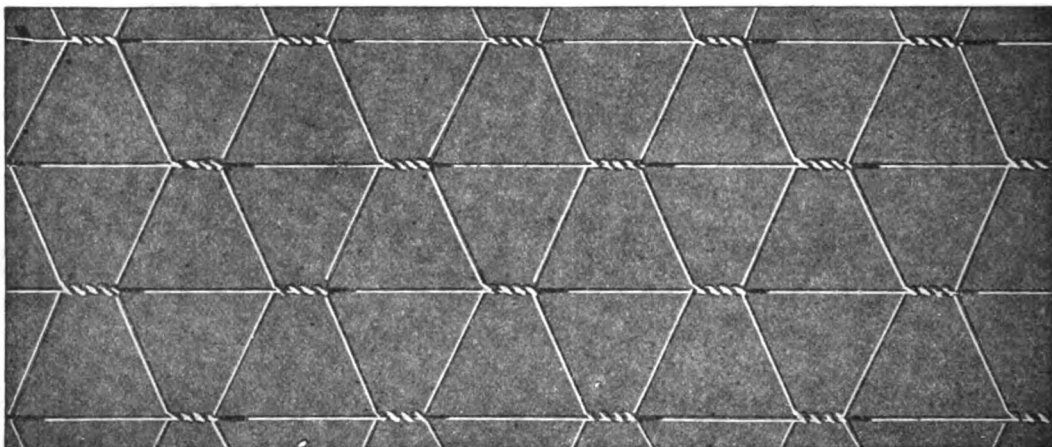
**To Dept. 13703
National Cash Register Company, Dayton, Ohio**

**Please send me full particulars about the
N. C. R. System for a hardware store.**

Name _____

Address _____

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

Tree Roots a Health Menace!

Choked and disintegrated by twisted masses of root growth Cheap Pipe House Sewers and Drains discharge sewage into subsoil and cellar, and seriously affect the health of those living above. The one way to keep tree roots from destroying House-Sewers is to use Cast Iron Soil Pipe, the pipe that is unaffected by tree roots or disintegrating forces and will give permanently tight and unfailing sewage lines eliminating insanitary conditions for all time. It is recommended by its history

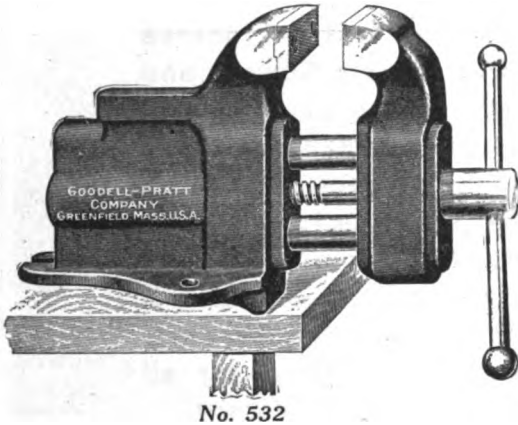
Charlotte Pipe & Foundry Co., Charlotte, N. C.
Coosa Pipe & Foundry Co., Birmingham, Ala.
Crown Pipe & Foundry Co., Jackson, Ohio
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Philadelphia, Pa.
Johnson Co., J. D., New York, N. Y.
Krupp Foundry Co., Landsdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Inc., Brooklyn, N. Y.
National Pipe & Foundry Co., Attalla, Ala.
Reading Foundry & Supply Co., Reading, Pa.
Salem Brass & Iron Mfg. Co., Salem, N. J.
Sanitary Co. of America, Linfield, Pa.

Somerville Iron Works, New York, N. Y.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
Weiskittel & Son Co., A., Baltimore, Md.
Wetter Mfg. Co., H., Memphis, Tenn.
Abendroth Brothers, Port Chester, N. Y.
Alabama Pipe & Foundry Co., Anniston, Ala.
American Foundry & Pipe Co., Penns Sta., Pa.
Anniston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey-Hedges Co., The, Chattanooga, Tenn.
Central Foundry Co., New York, N. Y.

Illustrated literature will be sent on request by any or all of the above independent and competing makers of Cast Iron Soil Pipe and Fittings



**GOODELL
PRATT**
1500 GOOD TOOLS



VICES—THE GOOD KIND

That our vises are good, is not an accident.

When we found, from experience, that we could not buy the good, strong, rigid vise that would stand the hardest usage, we made it.

The peculiar shape of the jaws, the $1\frac{1}{8}$ -inch steel guide rods and the large steel feed screw with a special squared thread, give the vital parts of the vise great strength and rigidity; after the work is clamped in, it stays.

The jaw faces are made of very tough steel, scored and case hardened. They are fastened in place by taper-headed screws that will readily take up any looseness. All iron parts are finished in red and black enamel; steel parts are polished.

We manufacture three other vises, made in smaller sizes but with the same care and finish.

Our new Tool Book No. 13 is a most comprehensive catalog of "1500 Good Tools." Have you a copy?



Goodell-Pratt Company

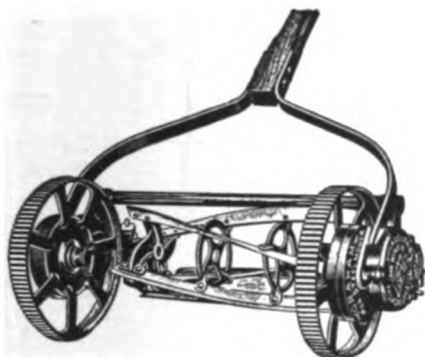
Greenfield

Toolsmiths

Mass., U. S. A.



GENUINE "PHILADELPHIA" LAWN MOWERS



Styles "A" and "Graham" All Steel
Practically Indestructible

All blades VANADIUM CRUCIBLE
STEEL. Only ALL-STEEL mower
on the market.

PHILADELPHIA
Roller Bearings far
superior and last
twice as long as
Ball Bearings.



"Independence" Roller Bearings
9-Inch Wheel
"Overbrook" Roller Bearings
8-Inch Wheel

Parks, cemeteries and large estates and institutions all over the country using with entire satisfaction the GENUINE Philadelphia Lawn Mowers. The season is approaching, and prompt action is urged in view of scarcity of material and labor and railroad conditions.

A GUARANTEED MOWER TO MEET ALL CONDITIONS
AND REQUIREMENTS

STYLES

22 HAND 5 HORSE
3 MOTOR



Improved "EAGLE" Flexible Frame
30-Inch, 35-Inch, 40-Inch Size



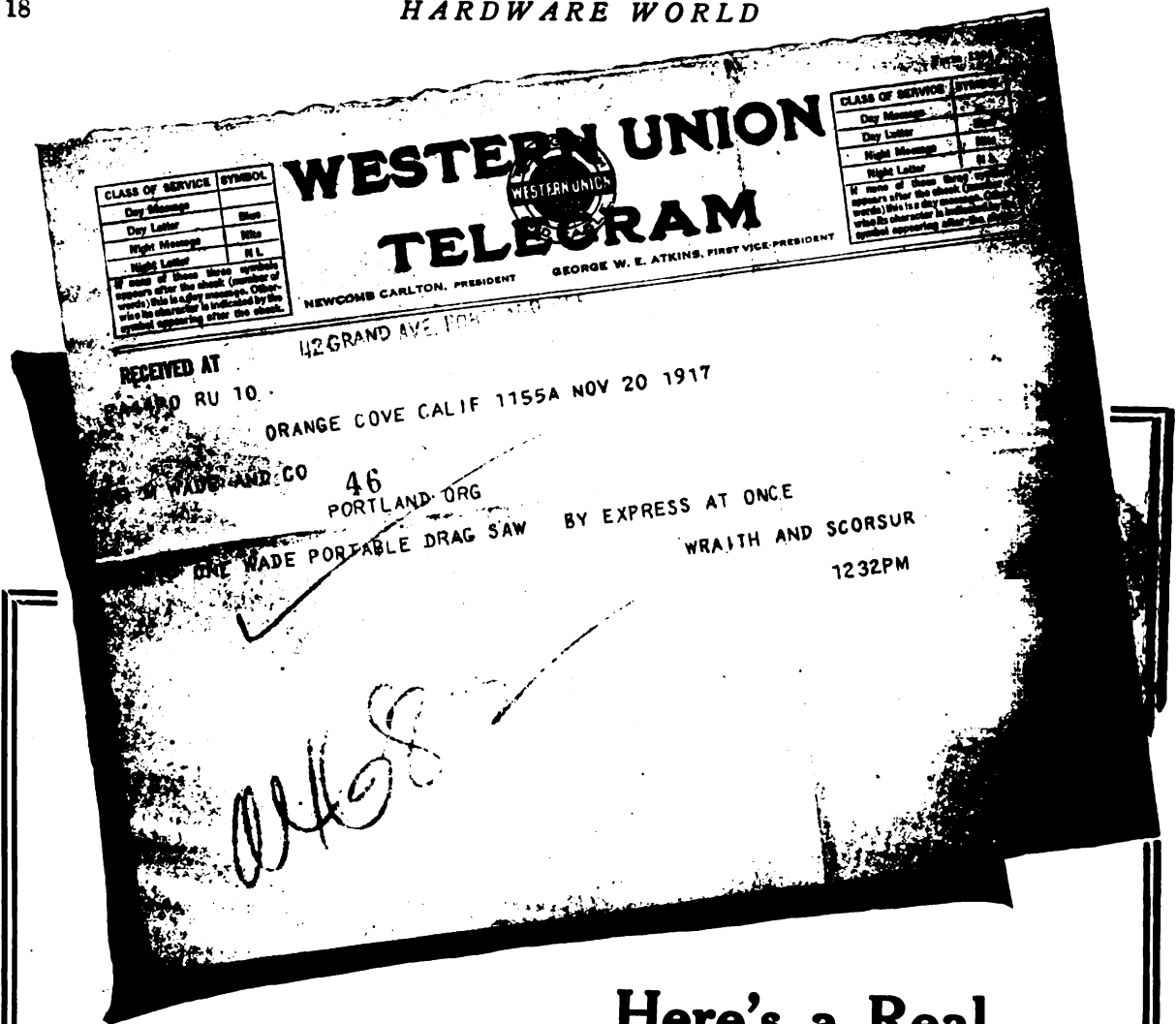
"EAGLE," Flexible Frame Motor Mower
30-Inch Walking Type 40-Inch Riding Type

Catalog
on
Request

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Streets, Philadelphia, Pa., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, SAN FRANCISCO SELLING AGENTS

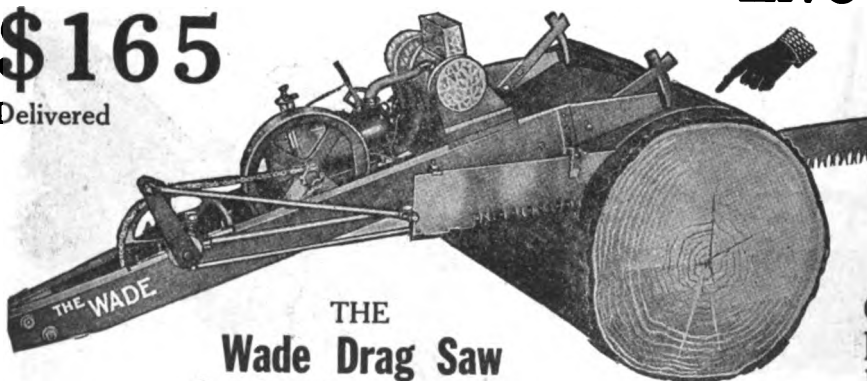


Retail Price

\$165

Delivered

Here's a Real Live Seller!



THE
Wade Drag Saw
Cuts Over 20 Cords a Day

The Wade Saw is the liveliest possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

Get Our Dealer Proposition

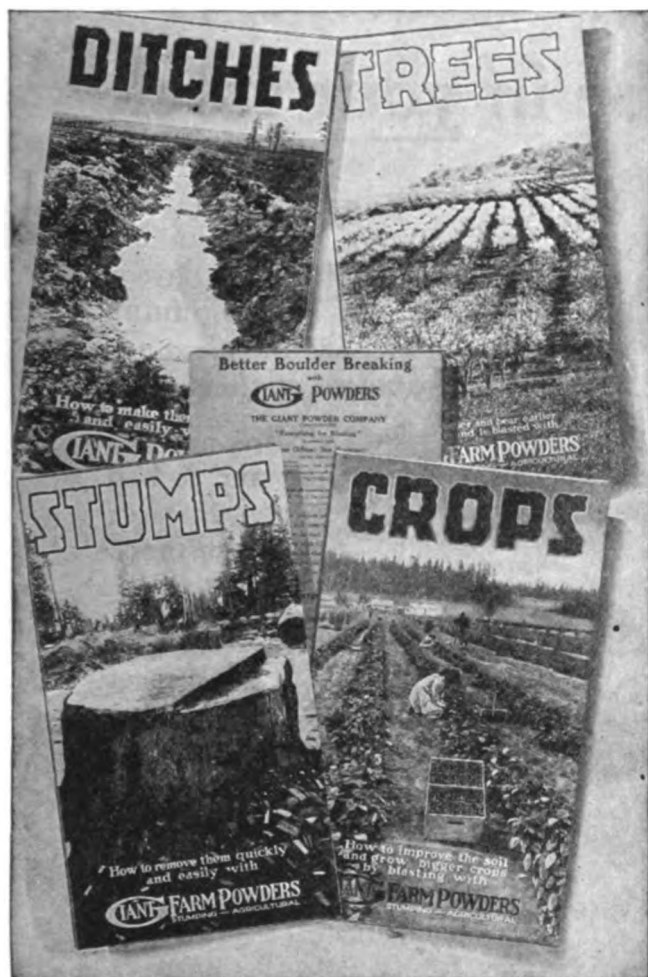
Oldest and largest independent wholesalers of Farm Machinery in the Northwest

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.

322 HAWTHORNE AVENUE, PORTLAND, OREGON
910 N. HOWARD STREET, SPOKANE, WASHINGTON

52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines

Let us give these books to your customers



Any of your customers who have stumps or boulders to blast, trees to plant, hardpan to break or land to drain will be glad to have some of these five attractive books. All were written by experienced men to cover *Pacific Coast* conditions. They are the *only* books prepared especially to guide *Western* farmers and fruit growers in their work. They have covers in natural colors. They are the most instructive and valuable books on blasting ever issued.

If you are now a distributor of



a supply of these books will be sent to you on request, and *your name and address* will be printed on the cover of each book.

If you are not selling Giant Farm Powders we will furnish the books, imprinted, if you will arrange to take orders for Giant Powders and Giant Blasting Supplies.

In addition we will send you the names of farmers in your territory who write to us for these books as a result of our large advertisements in all of the Pacific Coast farm papers. We will help you, too, in many other ways. Let us send you our books.

Get a sample set now—mail this coupon

The Giant Powder Co., Con., 227 First National Bank Building, San Francisco

CHECK HERE

- ☐ Send us one each of your books on Stump Blasting, Boulder Blasting, Tree Planting, Subsoiling and Ditch Blasting.
- ☐ Send us your book, "Helping the Retailer Sell Giant Farm Powders," which tells in detail how you help the merchant to increase his sales of explosives.
- ☐ Send us prices on Giant Farm Powders.

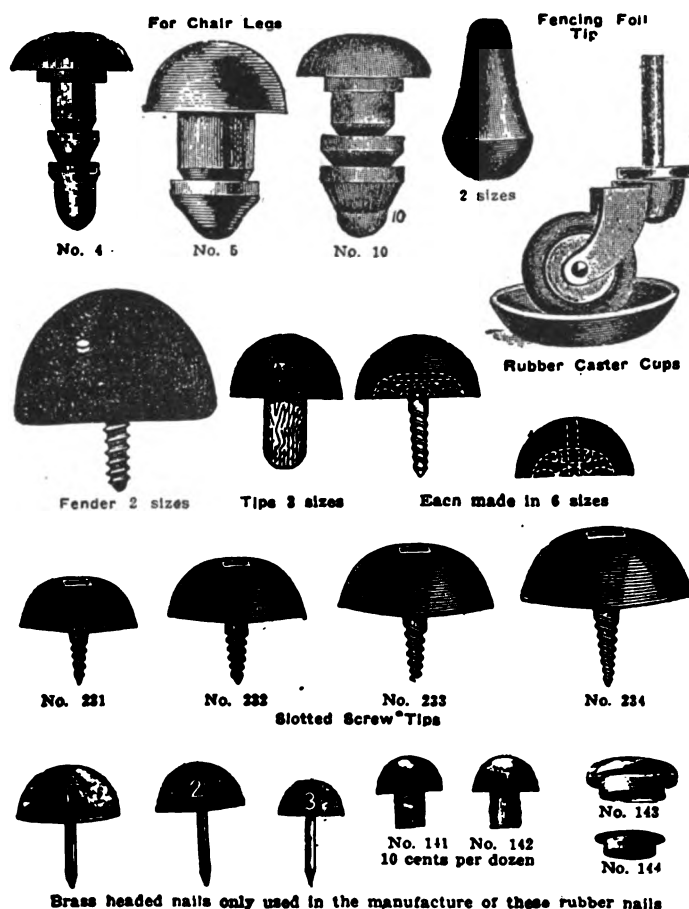
Firm Name.....

Address.....

Buyer's Name.....

Some High Grade Standard Rubber Tips and Bumpers

That ought to be in your stock

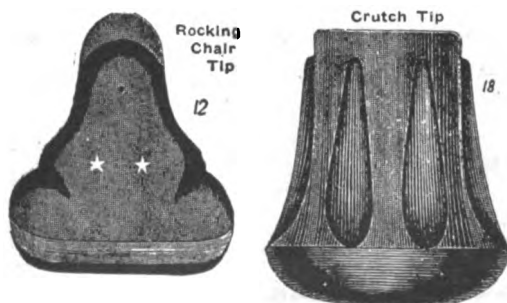


Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you, to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

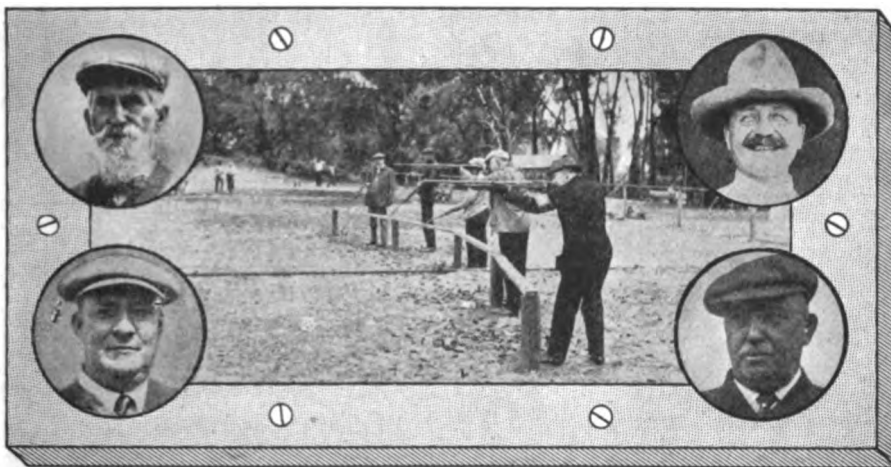
Write today—ask for catalog, prices and terms. .



THE ELASTIC TIP COMPANY

370 Atlantic Avenue.
Boston, Mass., U.S.A.

DU PONT AMERICAN INDUSTRIES



What "Old Timers' Shoot" Means to Dealers

It means a "gingering-up" of the gun club—the place where shotguns can be kept busy.

It means a clearing of shelves and realizing a clean, quick profit on shot-shells, targets, shotguns and other shooters' supplies.

It means the "rounding-up" of "old-vets"—trapshooters whose name and fame are sure to attract attention and cause a big attendance at "Old Timers' Shoots."

It means to those dealers

Who are Selling Du Pont Sporting Powders

that the Du Pont Company is "on the job" devising ways and means to enable dealers to "cash in" on their stocks of Dupont, Ballistite and Schultze loads.

It means that the dealer stocking Du Pont Sporting Powders is sure of that effective co-operation which has made the Du Pont Sales Organization such a practical and profitable aid in the sale of products made by the Du Pont American industries.

The "Old Timers' Shoots" are Nationally Advertised

Remember the "old timers" made their "rep" with Du Pont, Ballistite or Schultze—they'll insist on shooting these "old reliable" powders. Be prepared!

Make your store the trapshooters' headquarters. Put an "Old Timers'" display in your window. Tie your store to the country-wide advertising campaign we are "carrying on" to put trapshooting "over the top" and a trade-maker for your shop.

For descriptive folder of "Old Timers' Shoots," Sporting Powders, Gun Club Organization, or any information relating to trapshooting, mention this paper and address inquiry to Sporting Powder Division,

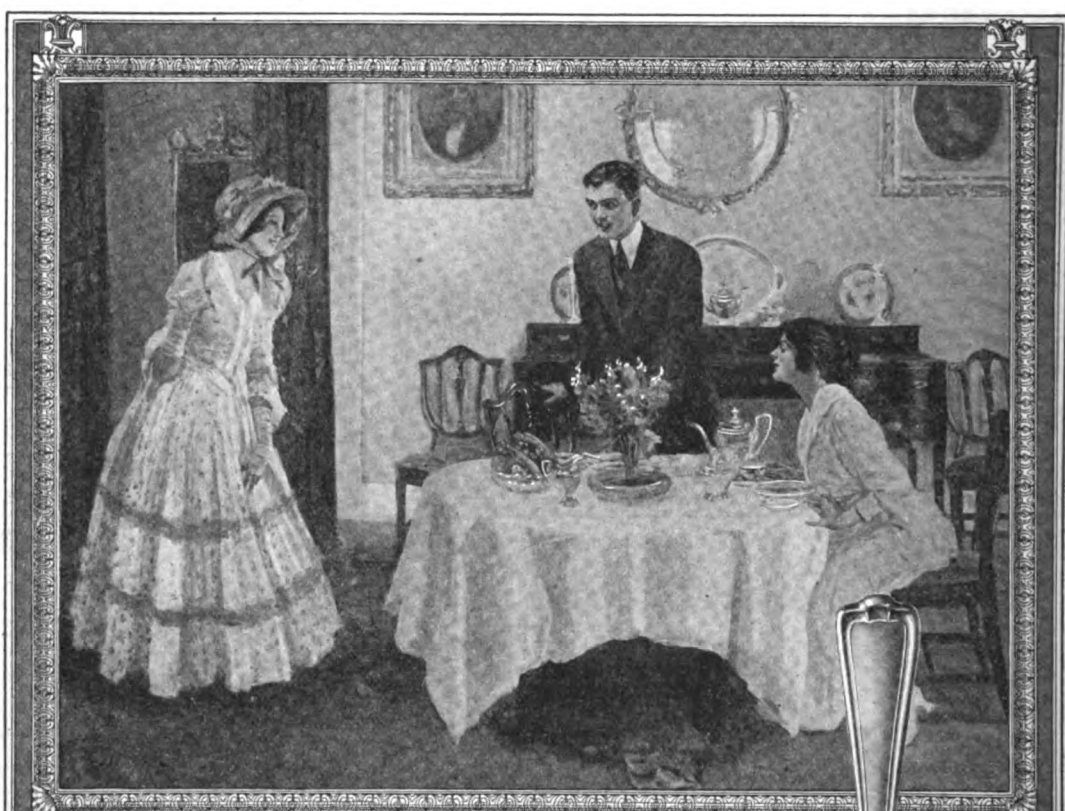
E. I. du Pont de Nemours & Co.

Powder Makers Since 1802

WILMINGTON DELAWARE



DU PONT



The 1847 Girl Steps into the Picture

The 1847 Girl should "step into the picture" whenever a purchase of silverplated ware is made or contemplated.

This little lady of 1847 helps you to remember the brand of silverplate — 1847 Rogers Bros. — that has had the test of seventy years' service in American homes.

A complete silver service may be had with Tea and Coffee sets, Vegetable Dishes, etc., matching the spoons, knives and forks.



It is the quality-mark on silverplate — the choice of young housekeepers today as it was of their parents and grandparents.

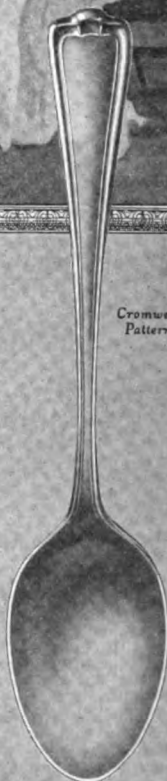
Tea Spoons \$6.00 a dozen. Other pieces in proportion.
Sold by leading dealers. Send for Catalogue "B-20"

INTERNATIONAL SILVER CO.
MERIDEN, CONN.
The World's Largest Makers of Sterling Silver and Plate

1847 ROGERS BROS.

SILVERWARE

Cromwell
Pattern





Sensational test

A metal pan and a Pyrex dish were filled with cold water and put into an oven. The water in the Pyrex dish boiled in ten minutes. The water in the metal dish, though left in the oven for two hours, never boiled. This is because metal shuts out 80% of the oven heat from the water, while all the oven heat goes right through Pyrex. This test can be duplicated in every coal oven and almost every gas oven. It is only in exceptional ovens that it is ever possible to get a great enough heat to boil water in metal.

Revolutionizes cooking

The simple test photographed above shows how much more heat Pyrex absorbs than ordinary pans. The two loaves of bread prove how much better this extra, more even heat cooks food.

Ordinary pans waste fuel, time and flavor

Scientists tell us there are two kinds of heat in the oven—hot air and heat which radiates from the walls and bottom of the oven. Only one-third of oven heat is hot air. Two-thirds is radiant heat. Only the hot air can heat a metal pan. Just as an iron shutter keeps out the sun's rays, so every metal pan keeps out radiant heat. Just as a window pane lets in the warmth of sunlight, so all the oven heat floods through Pyrex.

This means that food cooked in Pyrex gets all the heat instead of just one-third. This is why every food cooked in

Pyrex is so thoroughly, so evenly cooked, why it is so much more delicious. This is why bread baked in Pyrex rises an inch higher, why pies have crisp undercrusts just like the top, why meat is so tender.

6,000,000 families will learn these facts this year

Full pages in The Ladies' Home Journal, The Saturday Evening Post and Good Housekeeping, sometimes in color, will tell these and other amazing facts about Pyrex to millions of people in every city and town. McCall's Magazine, Christian Herald and Jacobs Religious List, comprising forty-nine magazines, will spread this news to smaller towns and villages and even the heart of the country this year. 6,000,000 families in the United States and Canada will learn the startling improvement Pyrex makes in cooking. You will feel the demand in your town. Your customers will be asking for Pyrex. Write for full information the 1918 price list.



Baked in ordinary pan

Baked in Pyrex

Pyrex bakes bread an inch higher. This photograph of the same amount of the same dough baked in the oven at the same time in the same sized pans is proving it to millions

Pyrex will not break in the oven. Dealers are authorized to replace any dish broken by oven heat.



PYREX SALES DIVISION
301 Tioga Avenue, Corning, N. Y.
CORNING GLASS WORKS
*Manufactured by the World's Largest
Makers of Technical Glass*

PYREX

TRANSPARENT OVEN DISHES

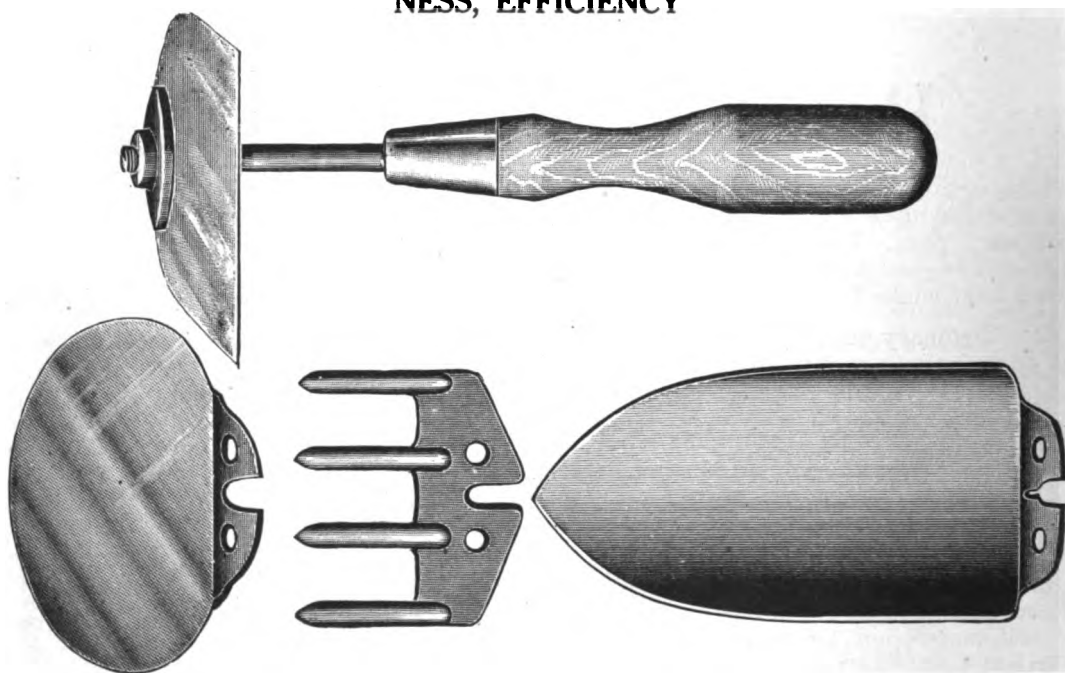
GOOD PROFIT—BIG DEMAND

Unique Garden Tools

**Combination Trowel, Hoe, Weeder and Turf Trimmer
Attachable to One Common Handle by
Simple Twist of the Wrist**

Made of Finest Steel

**A BRAND NEW IDEA IN GARDEN TOOLS, COMBINING COMPACT-
NESS, EFFICIENCY**



**It Will Pay You to Stock These Tools Now. They Satisfy and Build Up Your
Trade, Bringing a Good Profit to You**

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

W. P. HORN CO., Pacific Coast Representatives
Los Angeles Rialto Building, San Francisco, Cal. Portland

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK



UNIVERSAL

Bread Makers

Makes better bread at less cost than bakers'. No waste of materials. Absolutely sanitary because untouched by hands.

Food Choppers

Turns left-over bits of food into delicious, nutritious dishes. Eliminates waste—saves food, time and money.

Percolators

Extracts the full flavor and aroma from each grain of coffee before water boils. Uses one-third less coffee to make better coffee. Saves money and provides a more nutritious and healthful beverage.

Butter Merger

Makes two pounds of merged butter from one pound of butter and one pint of milk. It has the freshness and sweetness of newly churned butter and costs about one-half as much as store-bought butter.

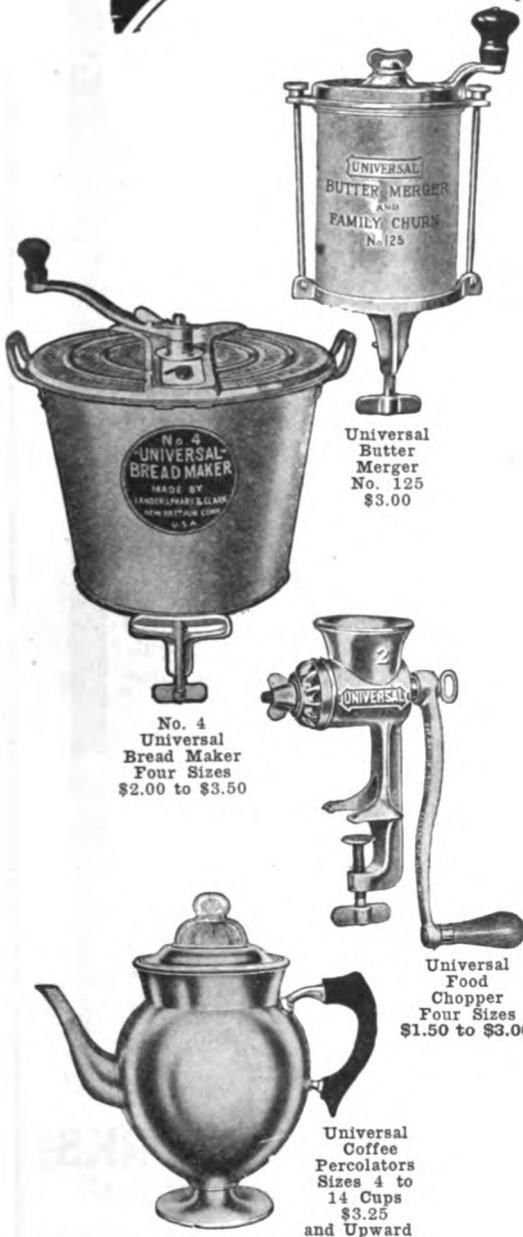
Our National Food Conservation advertising campaign is producing results.

Down to your store the women are coming in search of UNIVERSAL Food Conservers.

Are they on exhibition — the BIG FOUR—backed up by our forceful lithographed cut-outs and show cards?

You have a chance to fatten your pocketbook. Are you doing it?

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.





Sell Simonds Saws

It is not alone for the liberal profits which a Dealer may gain when selling Simonds Saws that we urge you to stock this line, but it is because of the satisfaction which your customers will receive when they can purchase from you a Simonds Hand Saw or a Simonds Crescent Ground Cross-Cut Saw.

This line has such an undisputed reputation for high quality that it will be to your advantage to get terms and discounts at once if you do not already have them. We are now placing our Saws with a few additional Dealers and if you are interested let us know at once.



Simonds Manufacturing Co.

San Francisco, Cal.
Vancouver, B. C.

Portland, Ore.
Seattle, Wash.

Remove Stock Rapidly and Smoothly



"The DELTA

Is the only Line of Files from 3 to 24 inches that are made absolutely of

**CRUCIBLE
STEEL"**

This high quality material and our scientific hardening and tempering methods enable us to produce files of exceptional durability.

Delta Files are made in several shapes and sizes—there is a shape and size for your particular requirement.

Use Delta Files in your shop—you will increase your output and greatly reduce your cost of filing.



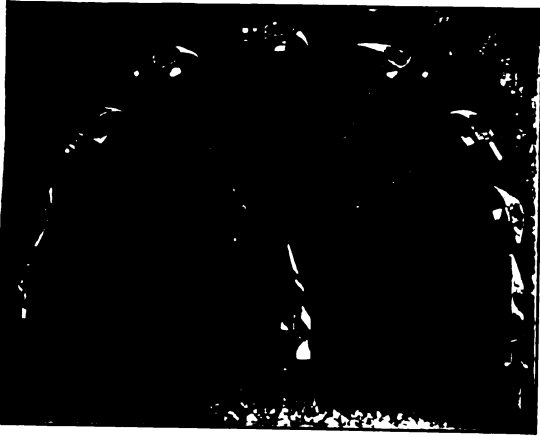
This trade mark safeguards the interests of thousands of file users everywhere. Always look for it.



DELTA FILE WORKS

PHILADELPHIA, PA.

Stanley Tools



Stanley Handled Hammers

**For Carpenters, Machinists
Bricklayers, Farriers
Tinnern, Blacksmiths
and Engineers**

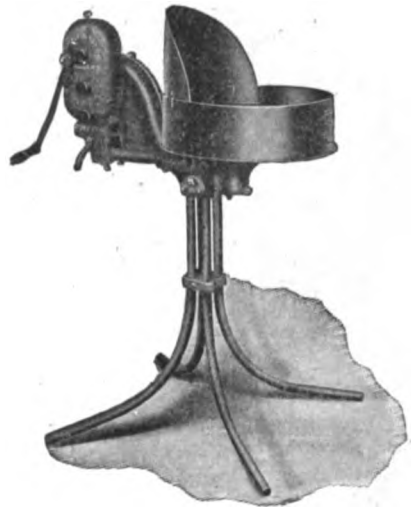
The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features together with their specially fine finish make them a very attractive line to carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



BUFFALO Rivet Forges

**ARE
BUILT TO
LAST**

EASY RUNNING BLOWER

**POWERFUL UNIFORM
BLAST**

**RIGID STEEL PLATE
CONSTRUCTION**

Write for Catalog 100-37

Buffalo Forge Company
BUFFALO, N. Y.

Western Representative

Harrold English
823 Higgins Bldg., Los Angeles, Cal.

Some of Our Western Distributors

Baker, Hamilton & Pacific Co. San Francisco
Spotswood-Helfer Co. San Francisco, Cal.
Harron, Rickard & McCone. San Francisco, Cal.
Whiton Hardware Co. Seattle, Wash.
Geo. Tritch Hdwe. Co. Denver, Colo.
Harper & Reynolds Los Angeles, Cal.
Smith-Booth-Usher Co. Los Angeles, Cal.
Marshall-Wells Hdw. Co. Spokane and Portland
Jensen-King-Byrd Spokane, Wash.
Ducommun Hdwe. Co. Los Angeles, Cal.



IF you have stocked any of the "PENNSYLVANIA" Quality brands, we want to help you sell them and maintain profits.

We are advertising extensively, for our joint benefit, in the magazines of large, general circulation.



Look for this mark on the handle of all "PENNSYLVANIA" Quality Mowers.

"Pennsylvania"
 "Pennsylvania Jr."
 "Pennsylvania Golf"
 "Pennsylvania Putting Greens Mower"
 "Continental"
 "Great American B. B."
 "Shock Absorber"
 "Quaker City"
 "Red Cloud B. B."
 "Orchid B. B."
 "Daisy"
 "New Belmont"
 "Bellevue"
 "Panama"
 "Delta B. B."
 "Electra"
 "Pennsylvania Pony"
 "Pennsylvania Horse"
 "Pennsylvania Grand Horse"
 "Pennsylvania Trio Horse"—86-inch cut

What you need, to help secure the most good from this campaign, is a large lithographed hanger, counter literature, booklets, window cards, etc.

All retailers are entitled to these trade helps without charge, but in many cases we have no means of knowing who have our brands in stock, except as they write and tell us.

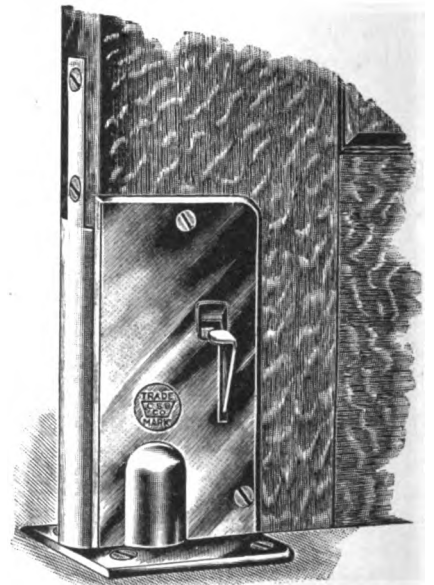
Therefore, if you have any of the "PENNSYLVANIA" Quality brands (not necessarily the "PENNSYLVANIA" Mower only), you will receive, charges prepaid, a free package of helpful advertising matter if you will drop us a line, either direct or through your jobber, stating which brands you carry.

PENNSYLVANIA LAWN MOWER WORKS
 INCORPORATED
 JOHN BRAUN & SONS
 PHILADELPHIA
 FOUNDED 1877

TRADE CHICAGO MARK SPRING HINGES

Trade Building

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed open at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4— $\frac{1}{2}$ " Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.



No. 3— $\frac{3}{4}$ " Diam.

They are easy sellers and afford a good margin of profit for the merchant.

"Universal" Slides can be attached with perfect safety to the most fragile piece of furniture—the unique position of the prongs obviate the possibility of splitting the furniture or causing an ugly projection.



No. 2— $1\frac{13}{16}$ " Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.



No. 1—1" Diam.

Write for
SAMPLE CARD
No. 25 H. W.



Manufactured exclusively by the

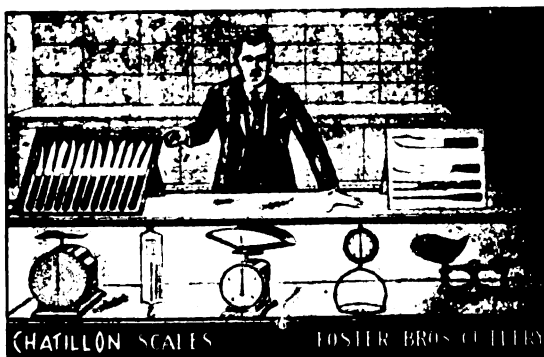
Universal Caster & Foundry Works

Division of The Bassick Co.

BRIDGEPORT, CONN.

EUGENE C. SAUL

Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.



MR. DEALER—

**These Products Will
Bring Larger Business
and Bigger Profits!**

*They are of Highest
Quality and Attractive
and Pleasing Design*

There is a Chatillon Scale for every need — Household, Candy, Grocer, Physician, Postal Scales, etc. A complete line at reasonable retail prices.

FOSTER BROTHERS CUTLERY is made from finest grade steel, carefully and correctly tempered and finished by highly skilled workmen. Known for years to the trade and in large demand wherever quality counts.

Liberal profits from both these lines make it worth your while to stock, display and sell.

Catalogues and descriptive matter together with prices and trade discounts sent upon request.

JOHN CHATILLON & SONS

Established 1835

85 CLIFF STREET - NEW YORK CITY



Order Now Be Prepared

**Either Pair a
Safe Choice**



Each of the three,
LIGHTNING,
GEM or **BLIZ-**
ZARD, has served
the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

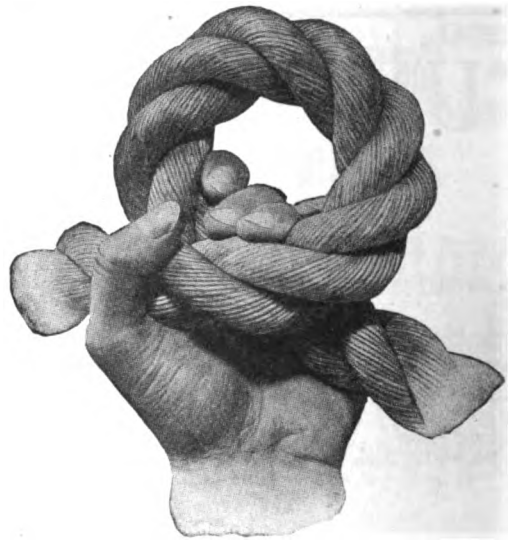
They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! **This**
means easy net
profits for you.

**Any Jobber
Can Supply You**

**NORTH BROS.
MFG. CO.**

Philadelphia
Pa.



There is a Difference in Rope

There may be very little dif-
ference in the appearance of
a new rope of one brand and
that of another, but if one
considers of what a rope is
made, how it is made, by
whom it is made, where it is
made and the reputation of
the manufacturer, he will
see that there must be a dif-
ference. If you will consider
all these questions before
you place your next rope
order — you will decide on

COLUMBIAN

Columbian Rope Company

Auburn "The Cordage City" New York

Branches: New York, Chicago, Boston



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 30 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

Use the Automatic Way
Via

DETROIT

Automatic
Hardware
Scales



The Automatic Way is
**ACCURATE FAST
EFFICIENT**

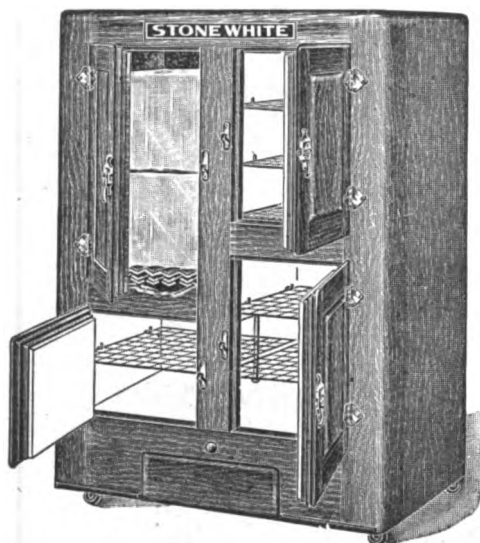
The Merchant of today weighs in the Automatic Way because it eliminates the risk of loss, both to his customer and to himself.

He gives a square deal and gets all the profit from every sale. With the high prices of today Hardware Sales, Hardware Turnovers, have advanced by leaps and bounds, but have your Profits? Every time a weight is approximated, every time a price is mentally calculated the risk of loss is doubled.

LET US send you one of our Profit Percentage Charts—a postal will bring it, without obligation on your part.

Detroit Automatic Scale Co.
DETROIT, MICH.

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

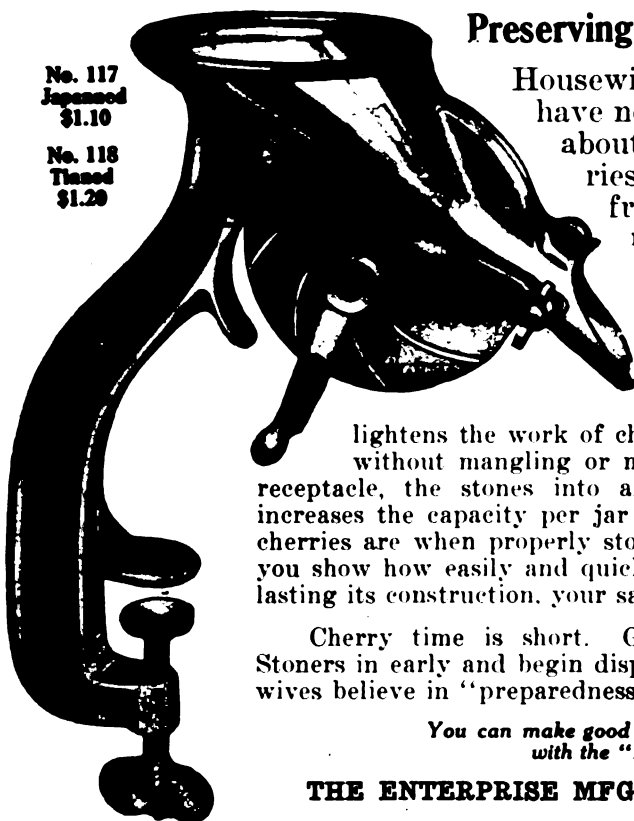
HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

No. 117
Japanned
\$1.10

No. 118
Tinned
\$1.20



Preserving Cherries is a War-Time Thrift

Housewives everywhere—even those who have never before concerned themselves about preserving and storing up cherries for the winter—will this season, from both patriotic and economic motives, put up large quantities of cherries and other preserves. Help them “do their bit.” Show them how the—

“ENTERPRISE” Cherry Stoner

lightens the work of cherry preserving; how it stones cherries without mangling or mashing them; sends the fruit into one receptacle, the stones into another; minimizes staining of hands; increases the capacity per jar or glass; and how much better-tasting cherries are when properly stoned with an “ENTERPRISE.” When you show how easily and quickly this stoner operates, and how long-lasting its construction, your sale is made.

Cherry time is short. Get your supply of “ENTERPRISE” Stoners in early and begin displaying them in your windows. Housewives believe in “preparedness.”

*You can make good profits and meet all competition
with the “ENTERPRISE” line*

THE ENTERPRISE MFG. CO., PHILADELPHIA, U. S. A.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

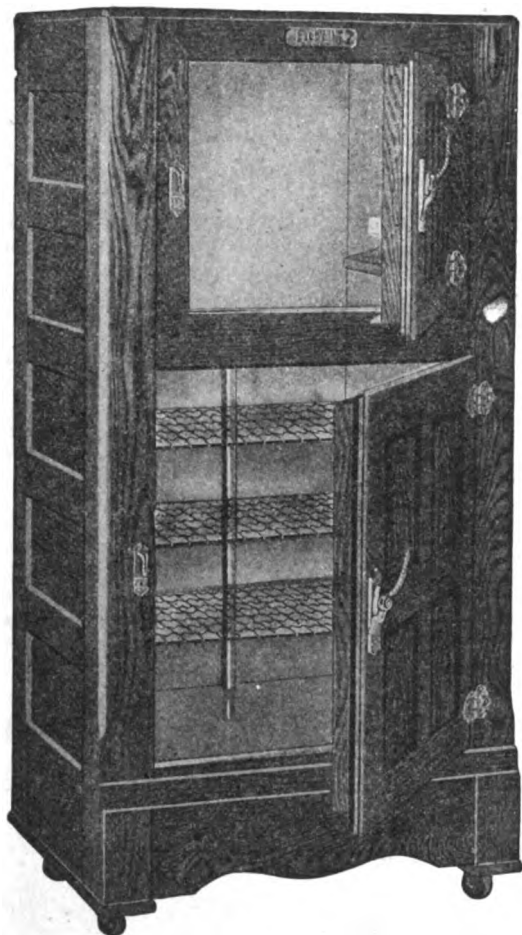
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



"The Box with the Steady Cold Wave"

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.



CLARK JEWEL *Oil Stoves*

give the most satisfactory results in operation and economy. They successfully meet every requirement of the most experienced cooks. Their High Speed burners save time and save oil. Their many splendid features and handsome olive green enamel finish at once attract the attention of your customers.

*Order Clark Jewel Oil
Stoves Now*

GEORGE M. CLARK & COMPANY

Division American Stove Company

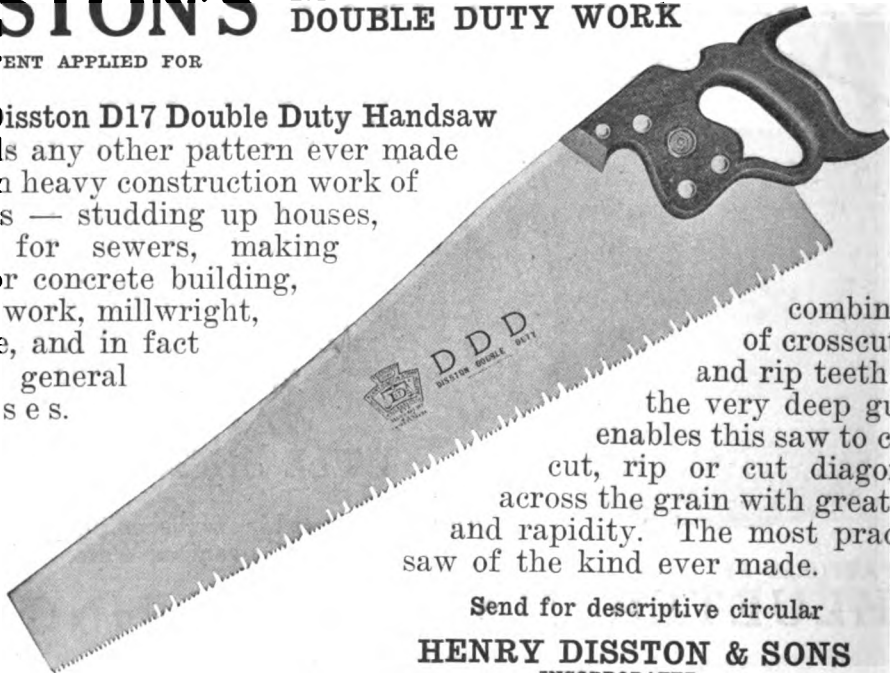
CHICAGO

HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles Jobbing Agents for California

DISSTON'S NEW SAW FOR DOUBLE DUTY WORK

PATENT APPLIED FOR

This Disston D17 Double Duty Handsaw far excels any other pattern ever made for use in heavy construction work of all kinds — studding up houses, shoring for sewers, making forms for concrete building, railroad work, millwright, farm use, and in fact for all general purposes.

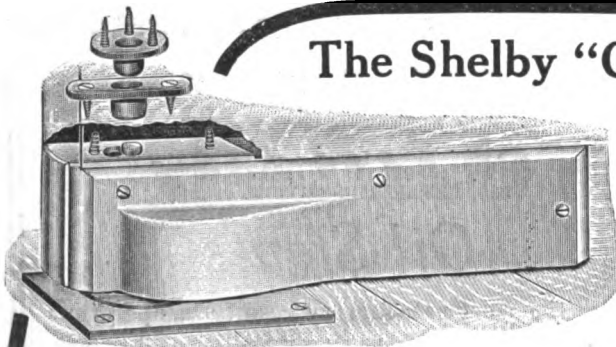


The combination of crosscut and and rip teeth with the very deep gullets enables this saw to cross-cut, rip or cut diagonally across the grain with great ease and rapidity. The most practical saw of the kind ever made.

Send for descriptive circular

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel & File Works, Philadelphia, U. S. A



The Shelby "CHIEF" Floor Hinge

With Improved Pivot and Socket

"The hinge without woes,
As the wise buyer knows."

The attractive features about the Shelby Chief Double-Acting, Ball-Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card will bring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.

SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

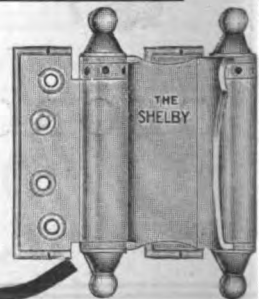
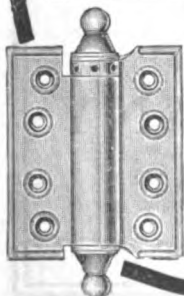
They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co.
Los Angeles, Calif.

D. L. Herman
Seattle, Washington



Slidetite Goes Over the Top

OF EVERY GARAGE DOOR WHERE
THE OWNER SEEKS ELEGANCE,
CONVENIENCE AND ECONOMY



Installed over the top of the doorway, inside the garage. Slidetite Garage Door Hardware is out of sight and out of the way, giving opportunity for distinctive architecture. Takes away that barn door effect. Simple to install. Easy to operate. Accessible adjustments equalize settling of building walls and bulging floors.



Saves heat. Saves space. Doors can't sag. Can't swing in the wind. First cost reasonable. No aftermath of unexpected expense for repairs or additional hardware. A complete outfit which covers every requirement of the garage builder. Adapted to any garage, public or private.

Write for illustrated book "Distinctive Garage Door Equipment." Sent without obligation.

Richards-Wilcox Manufacturing Co

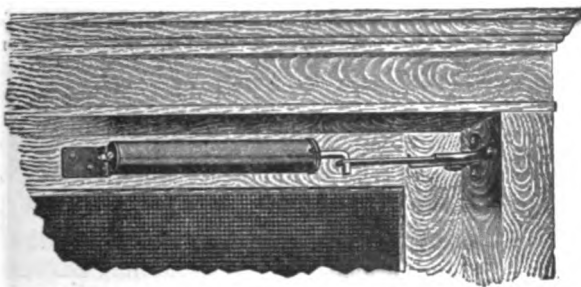
SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co., Ltd. London, Ont.

"A hanger for any door that slides"

PHILADELPHIA
MINNEAPOLIS
BOSTON
ST. LOUIS



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

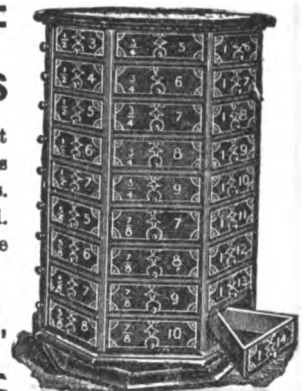
SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



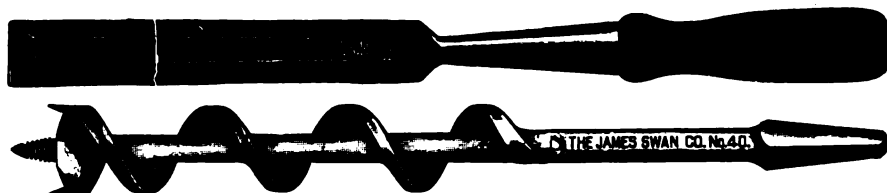
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

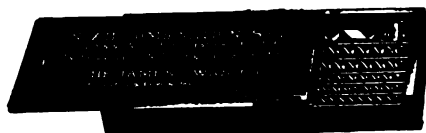
Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



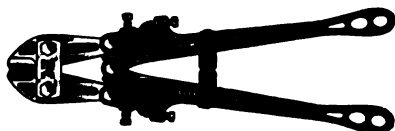
Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives
will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

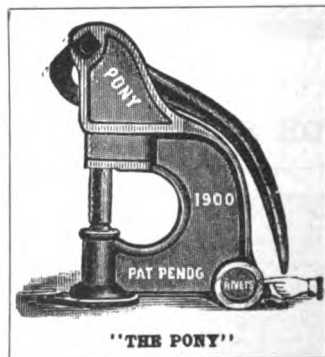
Strimple & Cox,
L. O. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that
money can buy, for setting Tubular
or Bifurcated Rivets



IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.
CHICAGO, U. S. A.

1,000,000

DROP FORGED WRENCHES

ALL SIZES AND FINISHES
IN STOCK

THE WHITMAN & BARNES MANUFACTURING CO.

Established 64 Years

GENERAL OFFICES: Akron, Ohio

NEW YORK STORE: 64 Reade Street

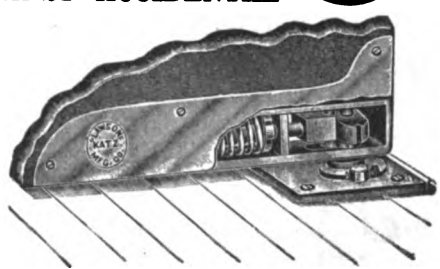
FACTORIES: Akron, Ohio, Chicago, Illinois, St. Catharines, Ont.



Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET (patent applied for). MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Inquire of your Hardware Dealers or write us direct.

Supplied in Sets.

Write for Catalogue.



Sell Faster

BECAUSE—

1. Can't turn in the hole.
2. Steel Spring Band keeps thread in perfect alignment and permits full expansion of shield.
3. No rough spots in castings.

Above features all make for a better fastening faster.

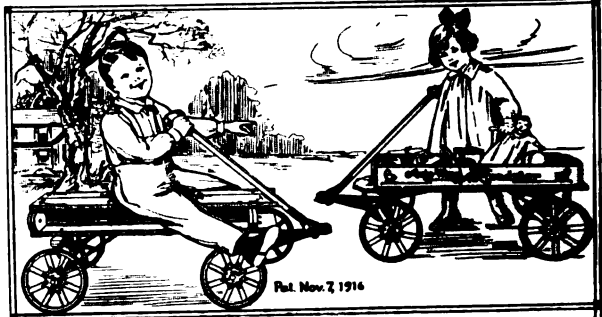
PARKER SUPPLY CO.

Manufacturers

784 East 135th St.

New York

Write for the Parker Proposition



GET THIS BUSINESS BUILDER

The Auto-Wheel Convertible Roadster has been a winner from the beginning and now our advertising is telling hundreds of thousands of boys to look for the dealer who handles the

AUTO - WHEEL CONVERTIBLE ROADSTER

The demand has been created—are you prepared to give these boys what they are looking for? If not, in the interest of good business, we urge that you get a line on this brisk seller today.

We furnish Auto-Wheel dealers free electrotypes and ad-helms for use locally and enable him to tie up his store with our national campaign in Saturday Evening Post, American Boy, Boy's Life, Lone Scout, etc. Write for catalog and dealer proposition.

BUFFALO SLED COMPANY

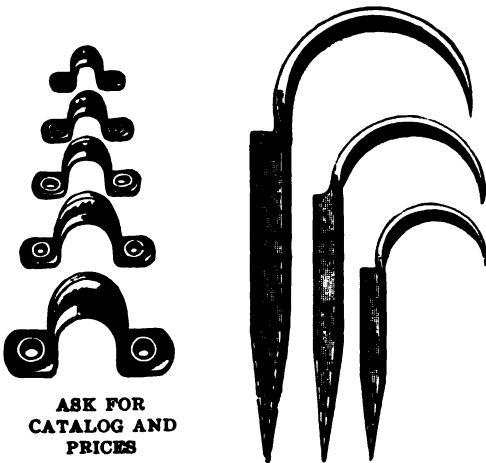
Department A North Tonawanda, N. Y.

Factories: North Tonawanda, N. Y., and Preston, Ont.

New York Office: 108 Chambers Street

Pacific Coast Representatives: Pacific Sales Co., San Francisco; D. L. Herman, 214 Maritime Bldg., Seattle

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



ASK FOR
CATALOG AND
PRICES

BERGER BROS. CO.

Office, 229-231 Arch Street

Store, 237 Arch Street.

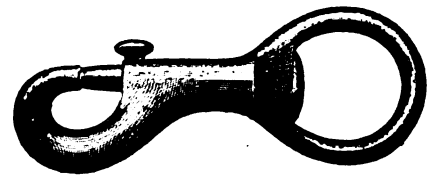
Warerooms and Factory 100 to 114 Broad Street

PHILADELPHIA

S N A P S

FOR THE HARDWARE MAN

FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
1 in All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.

TROY, N. Y.



FLAT LINK CHAIN

Although we ship thousands of miles of Hodell chain annually, complaints of faulty packing are unknown. Hodell packing service is as thoroughly good as Hodell Chain itself.

Write for samples of Hodell, "the world's best flat link chain"

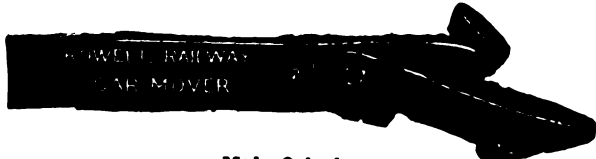
The Cleveland Galvanizing Works Co.
Cleveland, Ohio

Branch Offices
San Francisco
Chicago St. Louis
New York City



Sold by All
Leading Jobbing and Supply Houses

Buy a
SAMSON or ROWELL
Railway Car Mover
And Have a
LITTLE SWITCH ENGINE
OF
YOUR OWN



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin
Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

PRICE EACH, \$5.00

GARDENS — GARDENS — GARDENS

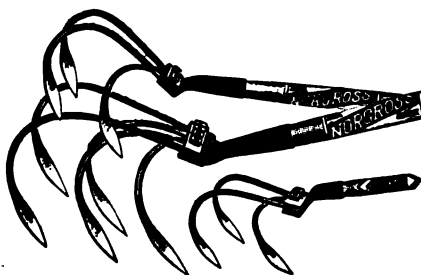
Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

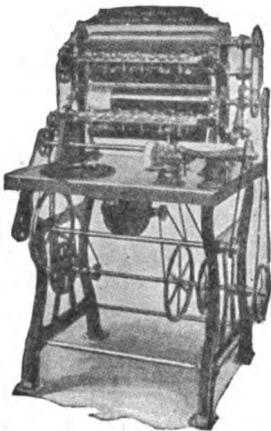
DEALERS: Don't delay your orders. Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



More Men are Shaving



More safety razors are sold today than ever. More men are shaving themselves. More extra safety razor blades are sold as a result.

When these blades get dull they require regrounding. Sharpening devices for home use don't put the keen, smooth edge on blades that a

HATFIELD Grinding Machine

does. Men want their safety razor blades sharpened right. Hardware merchants who have installed the Hatfield Grinding Machine are averaging from five to twelve dollars a day profit. Are you interested?

The Hatfield sharpens all makes of safety razor blades and other cutlery besides. We have a "plan" that will get the business for you. Write for full particulars.

HYFIELD MFG. COMPANY
21 Walker Street NEW YORK CITY

Pelouze DOUBLE DIAL Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the screw slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

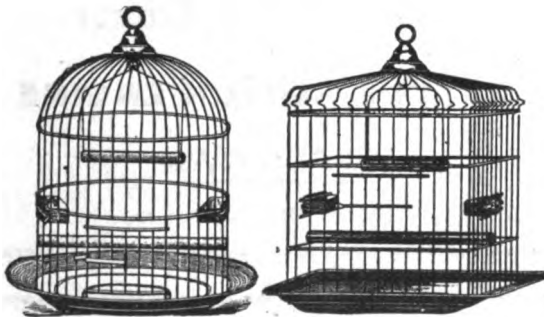
Made in five sizes.
Write for discounts.
Scales of all kinds.

Pelouze Manufacturing Co.
CHICAGO

EWING-LEWIS CO.
Representatives
San Francisco Los Angeles

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most
Durable

Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.
731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon





McCAFFREY
FILE CO.
PHILADELPHIA

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

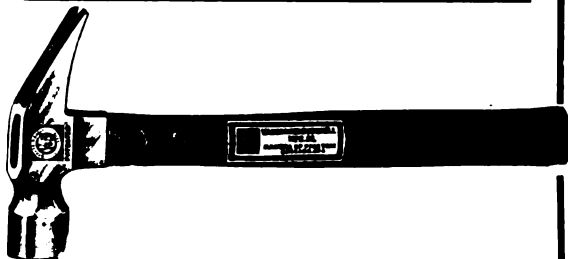
Established 1863



No. 999 Tradesman's Hammer

Patented Oct. 9, 1917.

ANOTHER ADDITION TO THE
"COMPLETE HAMMER LINE"



For Steam Fitters, Plumbers, Electricians, Millwrights, Cement Workers and heavy Carpenter Work. Two Hammers in one—Machinists' and Ripping. The ideal hammer for the portable tool chest. Weight where weight counts. Ask your jobber to quote you.

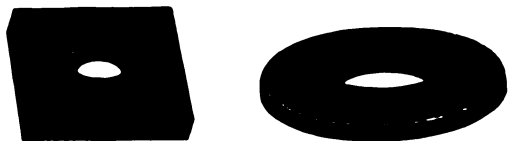
Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

Makers of Fine Tools

2114 CARROLL AVENUE - CHICAGO, ILL.

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

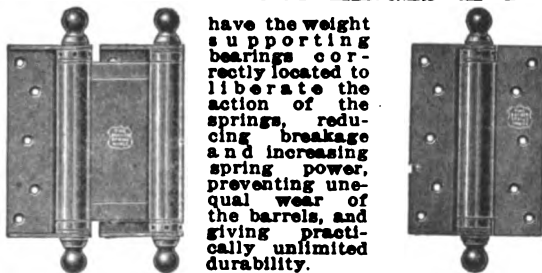
Coast Representatives,

HUGHSON & HERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland,
Ore.; Seattle, Wash.; Denver, Colo.

ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES

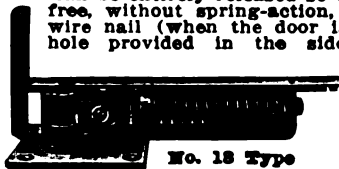


have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

Clover Leaf Manila Rope

Nothing Better



Trade Mark

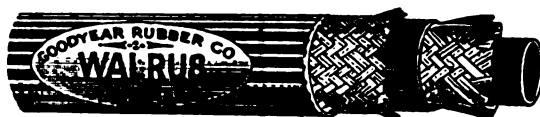
PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. O. F. RUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.

SAN FRANCISCO, CALIFORNIA

PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

Quicker Profits Sturges Steel Churns

Here's a churn that will bring you quicker and

easier profits. Sturges Steel Churns sell on sight. Drawn steel barrel, heavily tinned inside, attractively finished outside in blue enamel paint.

Sturdy, rigid steel frame, painted red. Get the churn profits in your community. Make easier sales. Every farm home needs a Sturges. Write now for circular No. 35X

Sturges & Farm Mfg. Co.
Established 1865 Chicago, Illinois
Quick shipments made from Pacific Coast Warehouse



Made
In 3
Sizes

HARDWARE AGENTS WANTED



Pacific Coast Distributors
BALPINE-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

Mason Tool Bag



We Manufacture

Mason's, Electrician's, Plumber's Tool Bags. Automobile, Auger Bit, Punch and Chisel Rolls, Coal Bags, Horse's Feed Bags, Couch Hammocks, Carpenter's Aprons, Grass Catchers and other Specialties.

Send for Catalogue.

**EXCELSIOR BAG
& MFG. CO., Inc.**

TROY, N. Y.

Our Vise Campaign Is On!

Your Local Gas Company Will Soon Buy Williams'

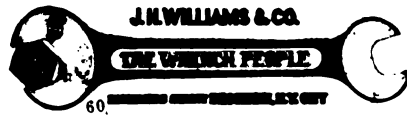
"VULCAN" Chain Pipe Vises



"VULCAN" No. 2 long ago won favor on every one of the Brooklyn Union Gas Co.'s 41 service carts



ALL the principal national gas journals will now emphasize the exceptional value of "VULCANS" in gas line installations. The message brings opportunity to all dealers who will follow the trail that many of America's leading gas companies have blazed before them.



WESTERN OFFICE AND WAREHOUSE: 80 SOUTH CLINTON STREET, CHICAGO, ILLINOIS

COLDWELL WALK TYPE MOTOR MOWERS

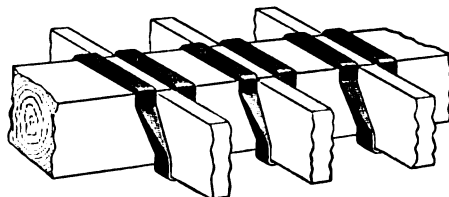
Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

Coldwell Lawn Mower Company

Factory and Offices Chicago Office
at Newburgh, New York 62 East Lake St., Chicago

Lane Timber Hangers

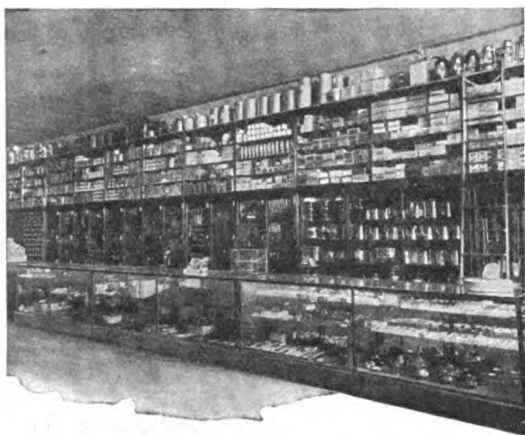


Lane Double Timber Hangers

Send for Catalog and Prices

Lane Bros. Co.

Poughkeepsie, N. Y.



If you are Building a New Store or Remodeling your Old One

It will pay you to investigate the line of "Duluth" Sectional Hardware Store Fixtures. Any arrangement of Sectional Cabinets or Bases can be made to fit every purse and every stock of merchandise. Whether your store is large or small, we can equip it at a small investment.

Write for our Catalog No. 10E
The largest, finest and most complete catalog of hardware shelving

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

SCHROETER'S No. 150 "HOME" CHERRY STONER

Removes the stone without crushing the cherry, works fast, is self-feeding. Operated by natural movement of the hand, has removable hopper, nothing to wear, easily cleaned. It is indispensable for use in the home, restaurant, hotels, bakeries, candy kitchens and canneries. Height 10½ inches, length 9½ in., width 3 in. Finished in baked blue enamel. One each in cardboard box. Weight per doz. in shipping case, 30 lbs. Retail Price, Each 75c.



Schroeter's No. 10 Rotary Grater

Will grate Horseradish, Cocoanuts, Potatoes, Cheese, Bread, Crackers, Turnips and Vegetables of all kinds. This grater is being sold to hotels, meat markets, lunch stands, restaurants, bakeries, confectioneries and private families. Size—13 inches over all. Finish—Turquoise, blue, enamel.

Weight, boxed, 3¼ lbs.

If interested write for dealers' prices and catalog showing 6 larger size Grating Machines, The "Home" Nut Cracker, "Roast-Defender" Target Cannon.



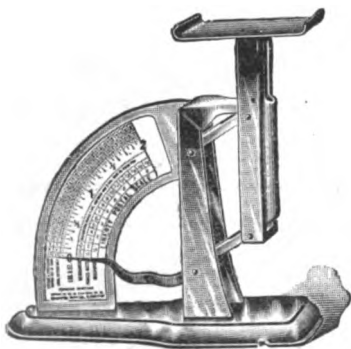
Rapid Shine

Furniture and Brass Polish

Catalog also contains 45 good recipes for the housewife
SCHROETER BROS. HARDWARE CO., Mfg. Dept., Manufacturers and Patentees
717 and 719 Washington Ave., St. Louis, Mo., U. S. A.

The New "Liberty" Postal Scale

A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper. List price \$1.75 each.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Ore.



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

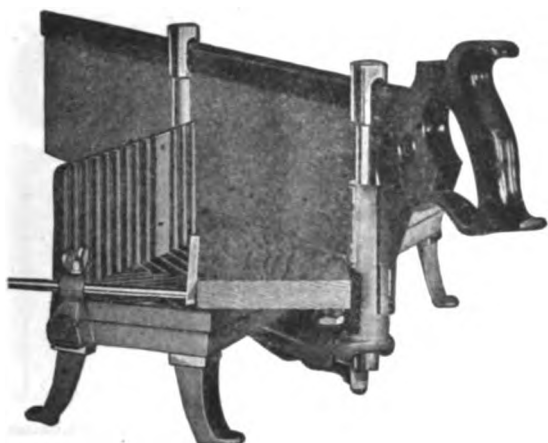
ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-CO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918



The MARSH-AYER
MITRE BOX is Recognized as the Best

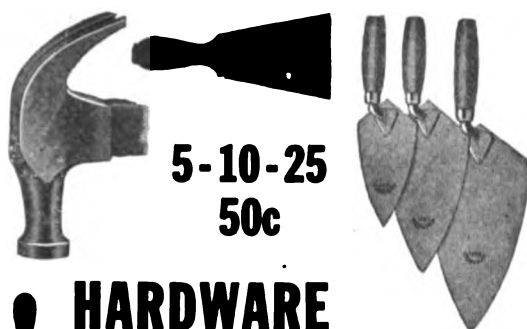
WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Turnbull & Cox.....Denver, Colorado



5-10-25
50c

HARDWARE
SPECIALTIES

— THAT SELL —

THE
"READING LINE"

Write Today for New
Catalogue

THE READING SADDLE
& MFG. CO.

Reading, Penna., U. S. A.



Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD

CLOTHES LINES

SOLID BRAIDED ROPE

SHADE CORD

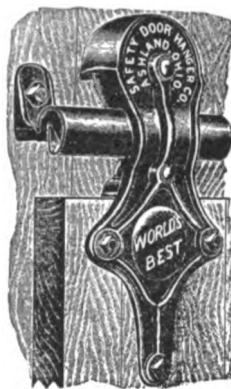
MASONS' LINES

CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts



YOU ARE RIGHT IN
RECOMMENDING

"WORLD'S BEST"
IN NAME AND FACT

World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. N. & F. W. JONAS, Bialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives

STIMPSON SHEET BRASS

WIRE - BRASS - COPPER

SHEET COPPER

EDWIN B. STIMPSON COMPANY
BROOKLYN, N.Y.

ROLL BRASS, HOOP BRASS, BRASS
SIGN BRASS, SPRING BRASS, COPPER
BRASS ANGLES AND CHANNELS.
BRASS, COPPER AND SILVER WIRE SHEET-ROD
TUBING ROUND AND SQUARE BAR-ROLL

We find it easy to sell the

"Climax" FOOD GRATER

It is an excellent article and every woman becomes infatuated with it. — Thus writes one of our enterprising customers.

HE IS MAKING MONEY! Acquire the same habit and write TODAY for prices.

Schlichter Manufacturing Co.
HAMILTON, OHIO

GENUINE HUNTER'S SIFTER

The Standard for a Quarter-Century

Order from your jobber.

Sectional View Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio

CORCO STOVE PIPE

REG. U.S. PAT. OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Made like this

The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

Whitaker-Glessner Company
WHEELING CORRUGATING DEPT.
Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National Association of Sheet and Tin Plate Manufacturers.

Shipped like this

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|------|-----|-----|-----|-----|------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights, | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 58228



Increase Your Profits

By Selling the

Royal Self Heating Iron

Over 850,000 satisfied users now and more being added every day. The "Royal" is so simple, economical and safe, that customers buy quickly.

Our co-operative advertising offer will quickly introduce and sell your first order—each iron sold will sell more.

Write us now for details; also name and address of nearest distributor.

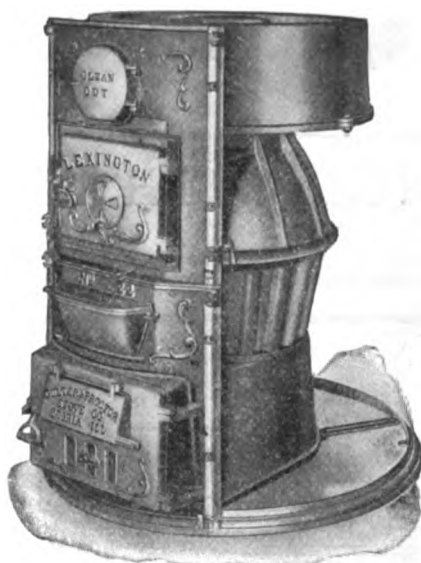
ROYAL IRON MFG. CO.

553 Wayne St., Big Prairie, Ohio

Everyone ^{Installing Warm Air FURNACES} Should Know

About the Practical and Exclusive Features Embodied in the
LEXINGTON ALL-CAST WARM AIR FURNACE

FURNISHED WITH SINGLE REGISTER EQUIPMENT IF DESIRED



DO YOU WANT TO KNOW ABOUT THE LEXINGTON? WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria, Illinois
Established 1863



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

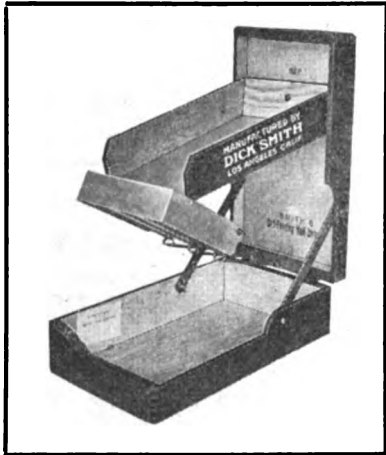
The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

You Can Readily Sell "Dick Smith" Self-Feed Nail Stripper



To Fruit Growers, Box Makers, Cannery Packers and Mechanics

Will save time and money in your own packing department.

Best Construction—11-64 Bessemer rod 107 coke tin. Lock corner sugar pine box.

Fastest—Self-feeding. No time lost in keeping full.

Most Economical—Adjustable. Works nails from 2d to 10d equally well.

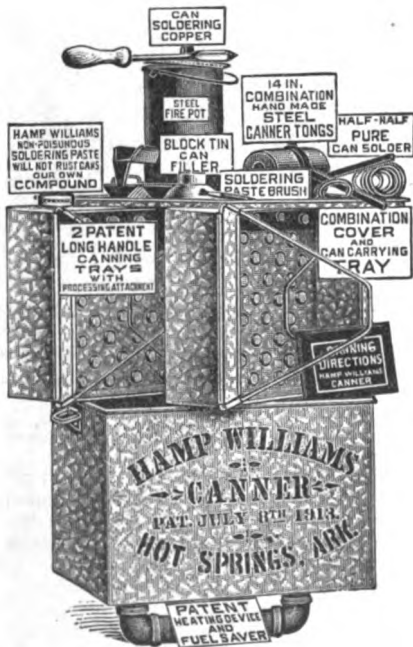
Strongest—Put together in a way to insure durability.

Handiest—Light weight. Only 10 pounds. Closes like a suit-case.

Write for prices and full information.

DICK SMITH 1738 West 51st Place, Los Angeles, California

OR ANY WESTERN JOBBER



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers HOT SPRINGS, ARKANSAS

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sergents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

Full and complete lines of these materials stocked in carload quantities.
We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

MANGRUM & OTTER, Inc.

827-831 Mission Street
SAN FRANCISCO

Agents for the Celebrated

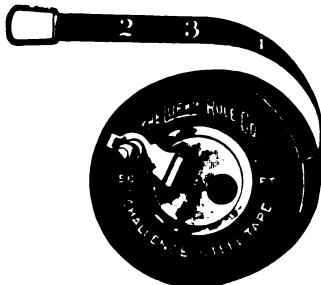
GARLAND STOVES and RANGES

FOR GAS, COAL AND WOOD



THE EMBLEM OF
QUALITY

AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK



In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

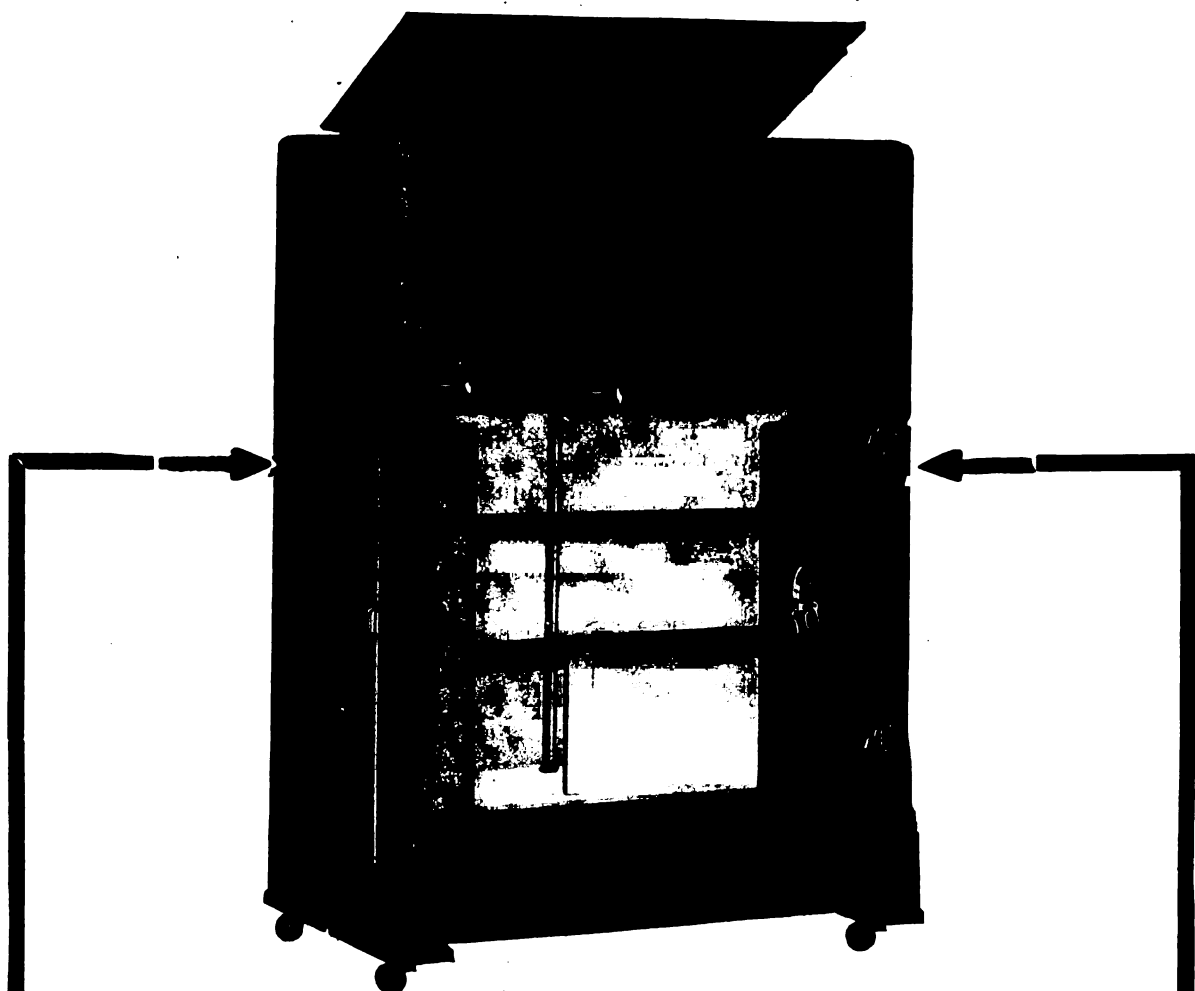
AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

LUFKIN

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver. Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

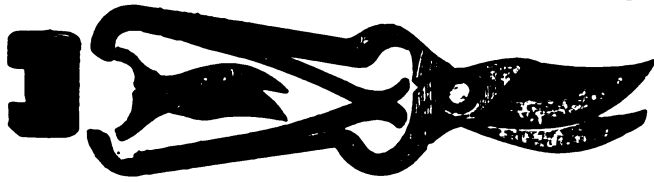
Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. LOS ANGELES, CALIFORNIA

WE ARE NOW RECEIVING OUR
IMPORTATION OF

Genuine Swiss Rieser



Pruning Shears

Fully Warranted. Hand Made of High Grade Steel
All Sizes and Patterns Carried in Stock

EXTRA BLADES
EXTRA BOLTS EXTRA SPRINGS

OUR PRICES WILL INTEREST YOU

Granucci Hardware Co.

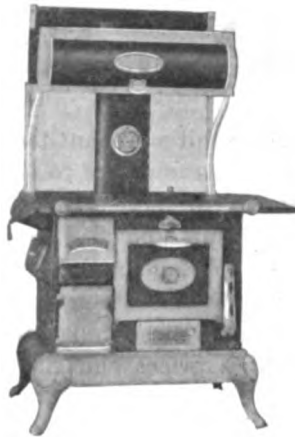
Importing Agents for North America

633-647 Front Street, San Francisco, Cal.

Here's a
Specimen

Wedgewood Range

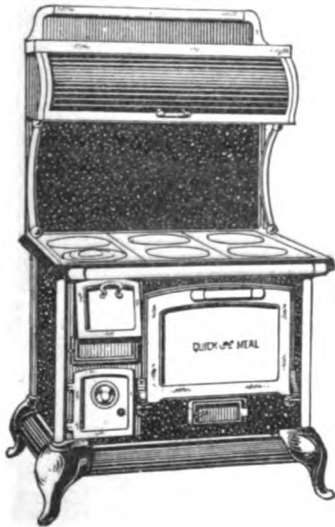
One from a line
of 200 Models
produced by the
largest stove
manufacturers in
the west



A line that adds to the prestige of
your business — that attracts new
trade and holds the old customers
because quality is the big factor in
every range that carries the name of

Wedgewood

JAMES GRAHAM MANUFACTURING CO.
531 MISSION STREET - - - SAN FRANCISCO



“QUICK MEAL”

All Blue Porcelain Enameled and
Black Porcelain Enameled Ranges
are “Rust Proof,” “Sanitary” and
Easy to Keep Clean, being Enam-
eled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

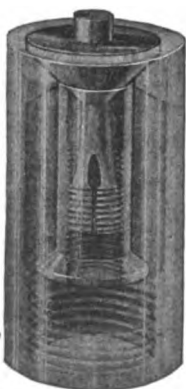
UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.
PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.
Salt Lake City, Utah



Closed



Open

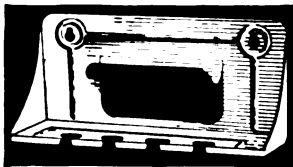


SUCCESS at the traps and in the field is so common a thing when the **P** Brand is used that expert sportsmen everywhere *insist* on Peters because it is an aid to good results. Stock up with Peters Shells and Cartridges, and you will be absolutely sure that your ammunition is *all right*.

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland - Spokane, Duluth, Winnipeg - Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

SANITARY TOOTH BRUSH HOLDER



**Sells on Sight
 Has CAPACITY and
 STYLE**

This is an attractive Bathroom Fixture. Is stamped out of one piece of sheet steel and beautifully enameled.

**A SPLENDID
 RETAIL ARTICLE**

The holder is a self-seller and carries a profit to the dealer. Send for illustrated circulars.

E. J. CHUBBUCK CO., Dept. 5

Coast Distributors

731 Market Street San Francisco, Cal.



JOE WELSH
 PASADENA, CALIFORNIA

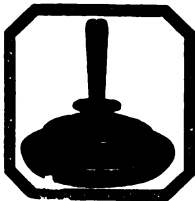
Exclusive Agent U. S. and
 Canada

DON'T GET FOOLED With a Japanese Imitation

— The JOE WELSH - Telaraña Nova - Leader is the strongest part of your tackle — and it costs the least. It's a true-blue Scotch product — endorsed by the best anglers all over the world.

— There is a size for every fish, breaking strengths 4 to 30 lbs.; lengths 3, 6, and 9 ft. NO knots, NO splices — and hard to wear out. Fish can't see it — it's invisible.

— If your dealer hasn't it — write today — this ad and 25 cents brings you a 3-foot sample, 50c 6 ft., 75c 9 ft.



**BEAUTIFY FURNITURE
 PROTECT FLOORS and Floor
 Coverings from injury by using
 GLASS ONWARD SLIDING
 FURNITURE SHOE**

In place of Castors
 If your dealer will not supply you write us.

ONWARD MFG. CO.

Menasha, Wis.

Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.

**Big Profit
 Write**

H. C. COOK CO. - ANSONIA, CONNECTICUT

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA



Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets



NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF...

Garden Tools



Poultry Netting



Lawn Mowers

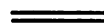


Pruning Shears
and Saws

A. M. Holter Hardware Company

Established 1867

HELENA, MONTANA



WHOLESALE

Hardware, Sporting Goods

Ammunition

Blacksmiths' Supplies

Pipe
and Fittings



Mill and Mine Supplies

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



TOOLS



A few mechanics' tools along with other hardware from a local jobber keeps the INVESTMENT down and SALES possibilities up.



Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale Only

H-W-1

Prepare Early

For a Big Sale of Canning Supplies This Year



Our article was in large demand and proved a repeater last season. Increased output and central location enables us to fill orders promptly.

Write for Prices and Sample

The Handy Manufacturing Co.

Maritime Building
Seattle, Wash.

208 Wabash Avenue
Chicago, Ill.



CONTRACTORS IN YOUR OWN TOWN USE THIS BARROW.

ARE YOU SUPPLYING THEM? ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES

A NEW STUNT
A WHOLESALE SALE

Do not miss it.

For Dealers only--

We have taken the next store--12000 square feet, to sell off our Accumulated Odds and Ends.

Having in the past year purchased several competitors, we now find many lines that we will not continue and do not carry regularly--sizes, numbers and makes that do not mix with our stock.

\$200,000.00 worth of Kitchen and Hotel Ware, Brushes, Brooms, Wood, Tin and Enameled Wares--Stove Bolts, Rivets, Pumps, Stove Sundries, etc., to be sold--

Regardless of the Market.

Positively no goods sold at retail.

Sale now on.

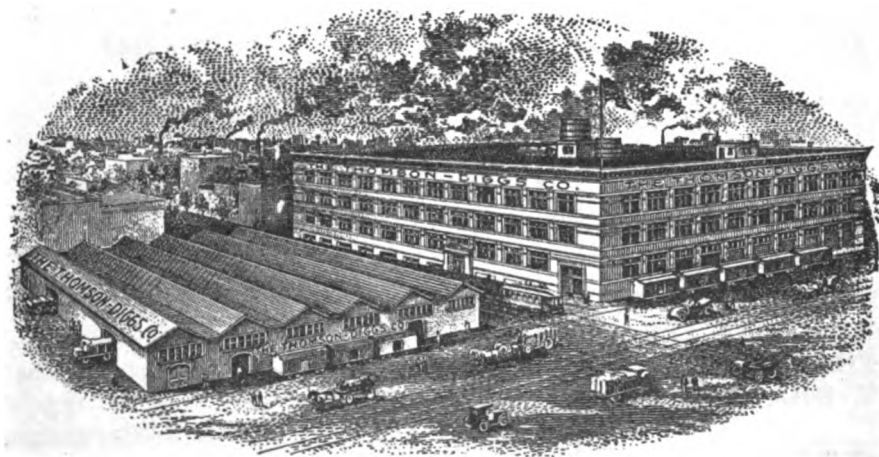
THE HEYMAN-WEIL CO.

714 to 724 Mission Street, near Third
San Francisco

N. B. A partial printed list with prices on request.

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

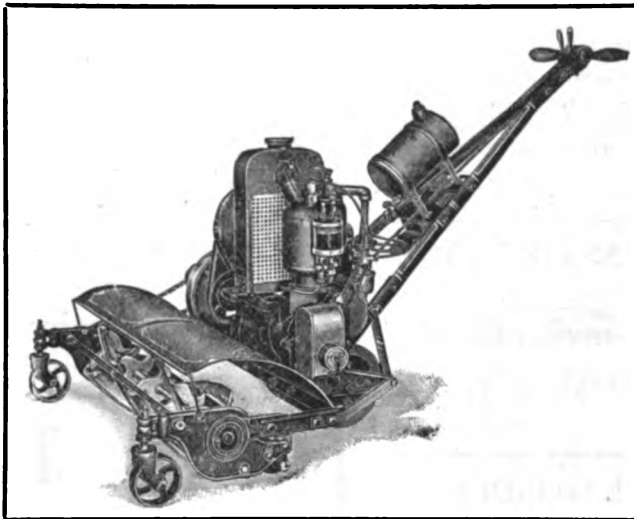
EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

Have You Sold Any of These Motor Lawn Mowers?

EVERY PARK, CEMETERY, PUBLIC SQUARE, GOLF LINKS
OR PRIVATE PLACE IN YOUR TOWN, SHOULD HAVE
ONE OR MORE OF THESE TIME-SAVING LAWN MOWERS

**Fuller
and
Johnson**



**Motor
Lawn
Mowers**

A Motor Lawn Mower Consisting of a Light Powerful Gasoline Motor
Mounted on a Frame of a Traction Roller and Arranged to Propel
a 25-Inch Lawn Mower Unit.

Has a 3½ Horsepower Motor, Single Cylinder, Four Cycle, Water
Cooled, 3-Inch Bore, 3-Inch Stroke, and a Speed of 1200 R. P. M.

*Write Us for Specifications
and Prices*

Baker, Hamilton & Pacific Company
San Francisco, California

Bridgeport Hdw. Mfg. Corp.

Bridgeport, Conn.

"FIXIT" POCKET KNIFE KIT No. 186



Comprises

Brass-lined Jack Knife with
coco handle
Wood Saw
Chisel Rule
Bottle Cap Lifter
File Reamer
Cork Puller
Gimlet
Screw Driver
Can Opener

Each tool made of finest
steel. Heavy leather case.
Weighs only 9 ounces. Fits
perfectly in the pocket. Size
when closed $3\frac{3}{4} \times 4\frac{1}{2} \times 1$
inches.

THE MATCHLESS TIRE TOOL



Tempered Steel, $11\frac{1}{2}$ Inches

No. 38—Natural finishList \$6.00 Doz.
No. 39—PolishedList \$9.00 Doz.

THE LITTLE WONDER Midget Screwdriver

A practical high-grade little tool. Made
just as carefully as the large Drivers. Packed
on a very attractive red and gold card.

The "Fastest Seller" of the Year No. 42 Assortment

Four $1\frac{1}{4}$ -inch, four 2-inch, four 3-inch



C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales
Agents
New York City

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

Re-Inforced
Non-Slipping
Bottom

Rigid Light
Durable

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Palling-McCalman Co. The Schaw-Batcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs
Co. Co.
Dunham, Carrigan & Hayden Co.
Keffman Hdw. Co.

The Specialty Mfg. Co.
St. Paul, Minn., U. S. A.

The Schaw-Batcher Co.

SACRAMENTO, CAL.

WHOLESALE HARDWARE

Pipe and Fittings
Canton Steel
Ammunition
Sporting Goods

Sargent & Co.
Builders' Hardware
Mill and Mining
Supplies
Blacksmith Supplies

Sell Pioneer Roofing and Asbestos A SATISFACTORY AND PROFITABLE LINE

Order now; be prepared to supply the demand for the "Biggest Values Ever Offered"

WE CARRY IN STOCK AT ALL TIMES

**Asbestos Paper
Asbestos Roll Mill Board
Asbestos Sheet Mill Board**

IN COMPLETE ASSORTMENT OF SIZES
AND WEIGHT

WITH OUR

PIONEER LEADER ROOFING

You can go after the roofing business in your community; get it and hold it. PIONEER roofing looks well, wears well, and so gives universal satisfaction

We are Western Representatives for One of the Largest Manufacturers of Asbestos in the United States ... It will Pay You to Handle the Pioneer Line ... It Gives a Living Profit

WRITE TODAY FOR QUOTATIONS

PIONEER PAPER CO.

513 HEARST BUILDING, SAN FRANCISCO

247-251 S. LOS ANGELES STREET, LOS ANGELES

NEW HAVEN JUNIOR TATTOR

With Radium Dial and Hands

The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

H. ROTH & SONS 1026-1032 Mission St.

JOBBER OF
Hardware, Household
Specialties
Machinery and
Miscellaneous
Merchandise



WILL BE LOCATED IN
OUR NEW BUILDING
IN COURSE OF CONSTRUCTION AT
942-944-946 MISSION ST., SAN FRANCISCO, CAL.
MAY FIRST
We Solicit Your Patronage and Inquiries

Hits Mark Every Time

STOCK—NOW

"BABY" HAMMERLESS REVOLVERS

Trade Mark Reg. U. S. Pat. Off.

EVERY MOTORIST SHOULD HAVE ONE

A vest-pocket edition of the best type of modern revolver. Shoots 22. caliber short, rim fire cartridges. Six shot. Positive fire. Four inches long. Weight six ounces. Equipped with folding trigger, interchangeable parts, and new patented one-piece main and trigger spring.

Also Manufacturer of the "HEXALL" Wrenches

TO DEALERS: Ask Your Jobber or Write

R. F. SEDGLEY, Mfr., 2311-13 North 16th Street, Philadelphia, Pa.

McDonald & Linforth, Representatives, Call Building, San Francisco



FULLY
GUARANTEED



THE PACKHAM
Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

For Better Bookkeeping

LOOSE **I-P** LEAF

ASK YOUR STATIONER

QUALITY, plus SERVICE, equals SATISFACTION

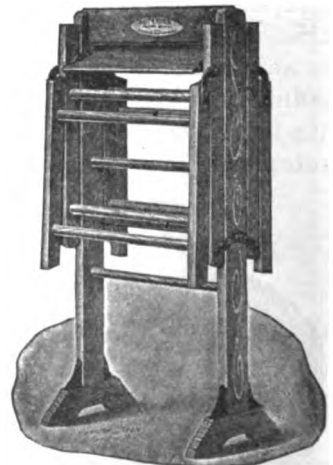


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch
clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.

COLT FIREARMS



*The Proven Best
by Government Test*

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

Pacific Coast Representative, Phil. B. Bekeart Co., San Francisco

Through All Wars The National Standard

Tried and trusted by
"our boys" in their
heroic defense of our
national honor,

Colt Firearms

are today as they
have been for genera-
tions back, the great
American weapon of
dependability.

The best is none too
good for Uncle Sam
in the field—nor for
the HOME.

Revolvers
Automatic Pistols
Automatic
Machine Guns

BARTLETT Compound Lever



**SNIPS and
PRUNING
TOOLS**

The Compound Lever gives an even cutting. The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.
36 E. Lafayette Ave. Detroit, Mich.

TACKS SMALL CUT NAILS

Cobblers' Nails, Glacier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient
and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

GILSON GARDEN TOOLS

Quick Sales—Liberal Profits

5 Point Scratch Weeder

**GILSON GARDEN
TOOLS—Quick Sales—Liberal
Profits.**—Liberty Adjustable
Cultivator-Weeder is an imple-
ment of double efficiency which
cuts the weeds and cultivates at
the same time. The malleable

teeth of special design make this possible. Our Scratch
Weeders are ideal tools for close work in beds or for
greenhouse work. The pointed tines are self-cleaning, and
will not clog. Ask your jobber. If he can't furnish
information, write us.

J. E. GILSON CO., Port Washington, Wis.

Do You Sell Hose Menders?



Improved Perfect Clinch-
ing Hose Menders are fast sellers.
Made with seamless brass tubes
and heavy galvanized clamps.
Also all steel retinned. Every
clamp is turned inwardly to
grip the hose. Prices right.

Send for our general catalog
—to-day.

STUBER & KUCK CO.

Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager



The Milbradt Power Lawn Mower

*Absolutely Reliable
Operation Simple and Economical*

**Valuable Improvements Have Been Made on THE
1918 MILBRADT POWER LAWN MOWER**

The Gearless Differential adopted prevents all slip-
page of rollers. Climbs steeper grades and works over
the roughest ground.

The Separate Clutch automatically engages or re-
leases cutting cylinder with the raising and lowering
of the same.

New machine cuts 38 inches wide at twice the
speed of a horse. Cuts high or low grass or
weeds.

A perfect Power Lawn Mower that will
cut close and clean, quickly and eco-
nomically. Simple in construction and
operation.

We will ship subject to approval
and guarantee to be satisfactory in
every respect.

*Send for Descriptive Circular
and Price*

MILBRADT MFG. CO.
2414 North Tenth Street, St. Louis, Mo.

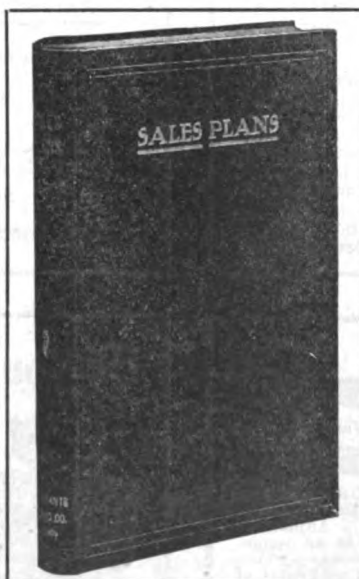
333—WAYS OF GETTING TRADE—333

"SALES PLANS"

A collection of three hun-
dred and thirty-three suc-
cessful plans that have
been used by retail mer-
chants to get more business

This Book is 6½ x 9 inches
in size, contains 282 pages,
printed on best paper and
fully illustrated with re-
productions of advertise-
ments, circulars, posters,
letters, etc.

**Substantially Bound in Cloth
Price, Including Hardware
World, One Year . . . \$3.00**
Shipped anywhere, charges pre-
paid, upon receipt of price



CONTENTS

Special Sales
Selling by Mail
Expositions
Getting Holiday Business
Christmas Schemes
Co-Operative Advertising
Store Papers
Souvenirs and Premiums
Getting Trade Through
Children
Money Making Ideas
Contests
Needlework Contests
Voting Contests
Guessing Contests
Package Sales
Sensational Advertising

Boatmen's Bank Building

Broadway and Olive Sts., Suite 533, Phelan Building
St. Louis, Mo.

204-207 Scott Building
Salt Lake City, Utah

ADDRESS NEAREST BUSINESS OFFICE

San Francisco, Calif.

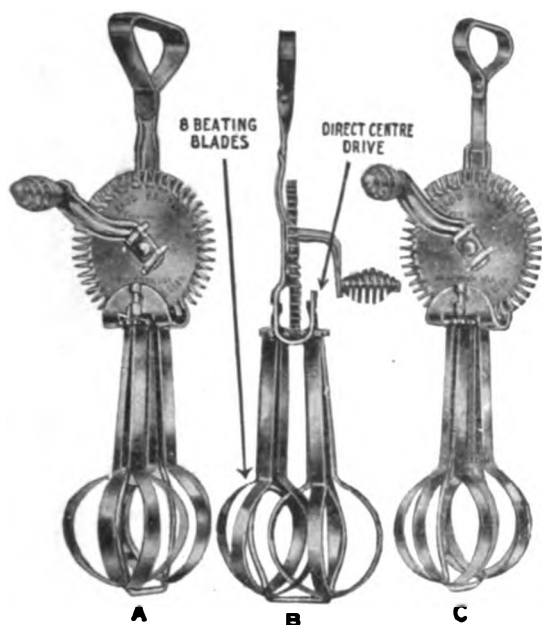
388 Taylor Street

Portland, Oregon

415 Exchange Building
Los Angeles, Calif.

507 Pioneer Building

Seattle, Wash.



WESTERN SALES REPRESENTATIVES

Omer Cox, Underwood Building, San Francisco, Calif.
Sands & Cox, 207 San Fernando Bldg., Los Angeles
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Jones & Cox, Newhouse Bldg., Salt Lake City, Utah
Turnbull & Cox, 205 Mint Block, Denver, Colorado

Ladd All-Steel Beaters

Mr. Merchant: What's your store reputation? Buyers want dependable goods; up-to-date utensils better than mother used. They have your measure and make your reputation. To try to sell them a scythe when they ask for a reaper would be fatal, wouldn't it? Just as different first to last are KITCHEN BEATERS and there is only one BEST. Most women now know, as you WELL KNOW, it must be made of steel throughout, of SEASONED, PERFECT construction: 100% SANITARY, a smooth nickel-plated surface, thus easily cleaned. A direct center drive and double beaters. It is then perfect and it's the LADD ONLY. They make and protect your reputation.

Choice of three holding handles, always. PROFITS as liberal as QUALITY. NOT in 10c stores.

JOBBERS the world over, and us.



LADD
Mixer-Churns



SATURN
Clothes-Line
Reels

United Royalties Corporation
1133 Broadway, New York

Shrewd Merchants



value the importance of merchandise which can be backed by highest guarantees for efficiency and quality. In this class, the powerful

SAMSON PUNCH

stands alone for long service, strength, accuracy. It delivers maximum power with minimum effort.

For punching any sheet metal, furnace piping, roofing, leather, paper, fabrics, in a great variety of trades, the "Samson" punches the cleanest, most accurate hole. Widely used for home and office use also. The same tool head takes seven interchangeable size dies—from 1/16" to 1/4" diameters.

Drop forge steel, nickel plated.
MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.



2 BROOMS 1 IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)



Retails for \$1.00

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-L W. Hellman Bldg., Los Angeles, Cal.
(Factory: San Francisco)

ESTABLISHED 1892
INCORPORATED 1894

THE JAMES OHLEN & SONS

MADE AND MANUFACTURED
FORTH CIRCULAR SAW
MILL OPERATING, BEAR
CROSS CUT BAND AND
HAND SAWS

MANUFACTURERS
AND REPAIRERS OF
HIGH GRADE
SAWS.

COLUMBUS
OHIO, U.S.A.

BRANCH OFFICES
WITH STOCK
NEW YORK CITY, N.Y.
ST. LOUIS, MO.
ATLANTA, GA.
SAN FRANCISCO, CAL.
PORTLAND, ORE.

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK

Chinamel Varnish

Is Heel Proof—Hammer Proof—Water Proof

Because of the Special Process in Using
China Wood Oil

CHINAMEL stains and varnishes with one process

Anyone Can Apply Chinamel



CHINAMEL Auto Colors are easy to apply and are
water proof.

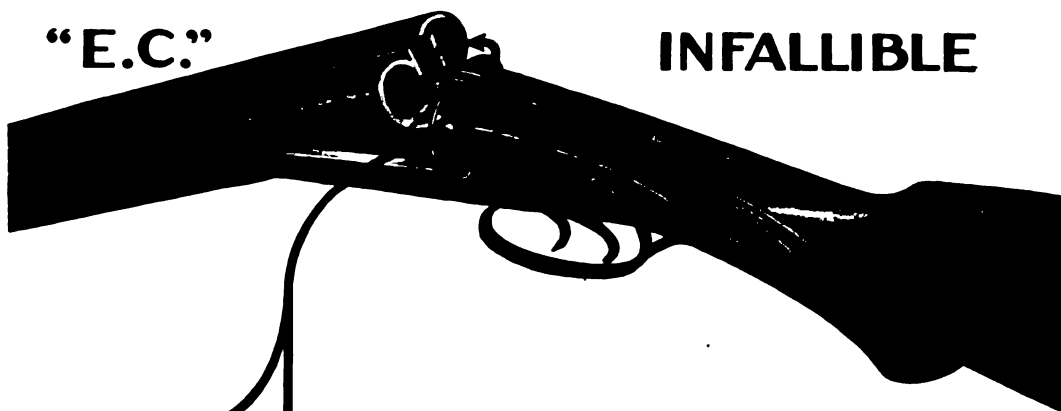
CHINAMEL is elastic, self leveling, no brush marks.

The Tritch Hardware Co.
DENVER

Distributors for Colorado, Wyoming and New Mexico

"E.C."

INFALLIBLE



Peters
HIGH GUN
IDEAL
PREMIER
TARGET



Remington
UMC
ARROW
NITRO CLUB



SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE



(U.S.) BLACK SHELLS
AJAX
CLIMAX



Western
FIELD
RECORD



WINCHESTER
REPEATER
LEADER



Put It There

Into the favorite gun of the sportsman goes his favorite shell. Make sure that into your order to the makers goes the name of a Hercules Smokeless Shotgun Powder. Specify either Infallible or "E. C."

These powders are the choice of many an old hand at the traps and in the field. They have won the confidence of these men on account of their unusually light recoil, high velocity, and even patterns, and uniformity in quality.

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE "E.C."

may be obtained in the fourteen different shells illustrated in the column to the left. Your customer's favorite shell is certainly among these fourteen.

You and your customers can readily tell whether or not the shells contain Infallible or "E. C." The name of the powder is on the outside of the box in which the shells are sold and on the top wad of the shell itself. Order your shells loaded with a Hercules Powder, either Infallible or "E. C." You know, and your customers know, that Hercules Infallible or "E. C." can be depended upon.



HERCULES POWDER CO.
1025 Chronicle Building
San Francisco California



ALL LIVE LINES

Fuller & Johnson Gasoline Engines

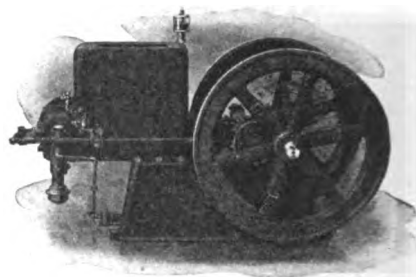
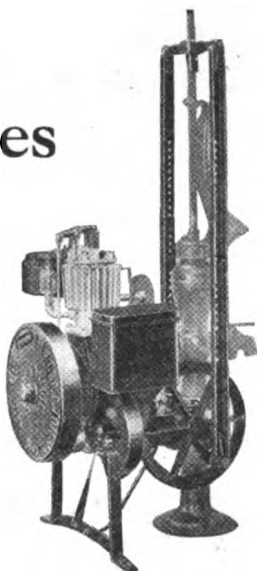
Two Styles

Farm Pump Engine
"The Iron Hired Man"

Model "N" Horizontal Engine
Made in Sizes from 11½ H. P. to
20 H. P.

Model "K" Kerosene Engines
3 H. P. to 25 H. P.

Fuller & Johnson Engines are the product of many years of business and manufacturing experience. They are the highest quality of workmanship and material. Latest design. Simple, durable, and the prices are right.



"NO-OIL-EM" Bearings for Star Windmills

2 PITMANS
GEARS 2



Made by
Flinn & Walling Mfg. Co.
Kendallville, Ind.

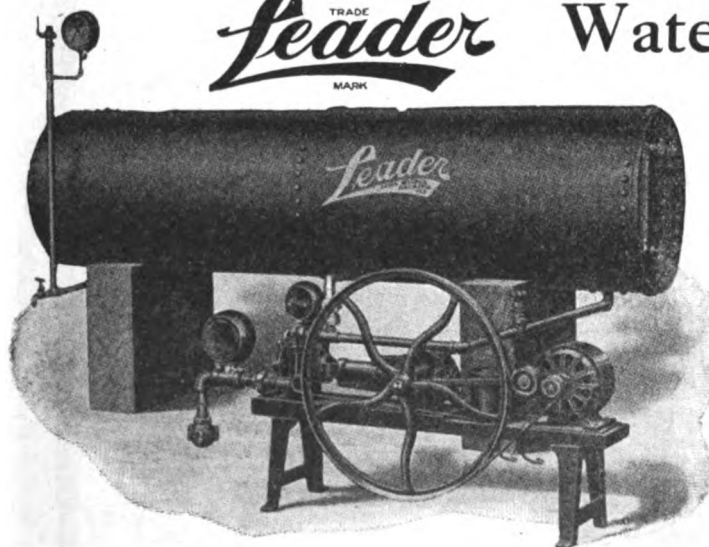
WHEN equipped with "NO-OIL-EM" Bearings we guarantee the STAR to run at least one year on one oiling. Star Windmills with "NO-OIL-EM" Bearings, in addition to the two pitmans, two gears, two pinions and two wrist pins, and many other exclusive features, making them the most durable and dependable windmill on the market.

Star Windmills

THE LAST WORD IN WINDMILL EFFICIENCY
TWO GEARS — TWO PITMANS
NO-OIL-EM BEARINGS

Leader
TRADE MARK

Water Systems



THE MODERN WATER
PLANT
50,000 IN DAILY USE

The one big advantage you have in dealing in Leader commodities is that you can buy complete water systems built in one factory. They go together right, and one concern is responsible.

Hoosier Pumps and Cylinders

Leaders in This Market
for Thirty Years



QUALITY SPEAKS FOR ITSELF. AGENTS WANTED IN UNOCCUPIED TERRITORY. WE SPECIALIZE IN PUMPING MACHINERY AND WATER SUPPLY GOODS AND SOLICIT YOUR INQUIRIES

PACIFIC PUMP & SUPPLY CO. SOLE DISTRIBUTORS

Telephone, Sutter 1982

853 Folsom Street, between Fourth and Fifth, San Francisco

SARGENT

REG. U.S. PAT. OFF.



—“The Best Yet”
Is the Verdict of
the Expert on This New
Type of Sargent IRON
BENCH PLANES

Hardware dealers, whose stores are tool headquarters, you should stock this line of planes because expert tool-users want them. They are the biggest advance yet made in Accuracy, Convenience and Durability.

Made in six sizes in both smooth and corrugated bottoms, the planes embody the following special features in addition to SARGENT V. B. M. QUALITY.

AUTOMATIC SET—The clamp, when replaced after removal, will always return to its original position until reset. This feature is a great time-saver. The clamp may be easily adjusted by means of a regulating screw, close to the cutting edge when a fine cut is required, away from the cutting edge when a coarse cut is desired, and may be set in as many intermediate positions as may be needed.

RIGIDITY—The frog is very rigid and the frog and bed at the mouth are in alignment so that the cutter has an even bearing down to the bevel of the cutter. The Plane combines solidity, compactness and simplicity. The meeting surfaces of the frog and bed are all machined so that the fit is absolute.

EASE OF ADJUSTMENT—The lateral adjustment may be secured without removing the hand from the handle, and the vertical adjustment, obtained through a direct acting thumb screw at the back of cutter, is positive and rapid.

THIN CUTTER—These Planes have a thin cutter (No. 14 gauge), but the support for the cutter is so solid below and the clamp so firm above, that there is no tendency to chatter, hence it is possible to use the thin cutter and so get the slight advantage of the quicker grinding. The cutter requires no cap as the clamp acts as a breaker for the chip.

PURPOSE—The Plane is intended for both heavy and very fine cuts. It is especially adapted for working against the grain on cross-grained hard wood where the absolute rigidity of the cutter avoids any tendency to chatter.

This is just the perfect plane that the skilled woodworker has been looking for, and everywhere it is shown it is sold.

SARGENT & COMPANY

Hardware Manufacturers

NEW HAVEN, CONNECTICUT

NEW YORK

BOSTON

CHICAGO

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as { 55, 20, 10, 7½ & 2½. 40, 23½, 10, 10, 7½ & 2½.
55, 20, 10, 7½ & 2½. 40, 23, 20, 10, 7½ & 2½.
55, 20, 10, 7½ & 2½. 40, 23, 20, 10, 7½ & 2½.
40, 23, 20, 10, 7½ & 2½.

| | | | | | | | | | |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|-------------|
| 100.29 22 | 1103.21 43 | 2106.13 64 | 3109.05 84 | 4111.98 05 | 5114.90 26 | 6117.82 47 | 7120.74 67 | 8123.66 88 | 9126.59 09 |
| 200.58 44 | 1203.50 65 | 2206.42 86 | 3209.35 06 | 4212.27 27 | 5215.19 48 | 6218.11 69 | 7221.03 89 | 8223.96 10 | 9226.88 31 |
| 300.87 66 | 1303.79 87 | 2306.72 08 | 3309.64 28 | 4312.56 49 | 5315.48 70 | 6318.40 91 | 7321.33 11 | 8324.25 32 | 9327.17 53 |
| 401.16 88 | 1404.09 09 | 2407.01 30 | 3409.93 51 | 4412.85 71 | 5415.77 92 | 6418.70 13 | 7421.62 33 | 8424.54 54 | 9427.46 75 |
| 501.46 10 | 1504.38 31 | 2507.30 52 | 3510.22 73 | 4513.14 93 | 5516.07 14 | 6518.99 35 | 7521.91 55 | 8524.83 76 | 9527.75 97 |
| 601.75 32 | 1604.67 53 | 2607.59 74 | 3610.51 95 | 4613.44 15 | 5616.36 36 | 6619.28 57 | 7622.20 77 | 8625.12 98 | 9628.05 19 |
| 702.04 55 | 1704.96 75 | 2707.88 96 | 3710.81 17 | 4713.73 38 | 5716.65 58 | 6719.57 79 | 7722.49 99 | 8725.41 20 | 9728.34 41 |
| 802.33 77 | 1805.25 97 | 2808.18 18 | 3811.10 39 | 4814.02 60 | 5816.94 80 | 6819.87 01 | 7822.79 21 | 8825.71 42 | 9828.63 63 |
| 902.62 99 | 1905.55 19 | 2908.47 40 | 3911.39 61 | 4914.31 82 | 5917.24 02 | 6920.16 23 | 7923.08 43 | 8926.00 64 | 9928.92 85 |
| 1002.92 21 | 2005.84 41 | 3008.76 62 | 4011.68 83 | 5014.61 04 | 6017.53 24 | 7020.45 45 | 8023.37 66 | 9026.29 86 | 10029.21 07 |

60, 10, 10, 7½ & 5.

Same as { 55, 20, 10, 7½ & 5. 40, 40, 10, 7½ & 5. 37½, 20, 20, 10, 7½ & 5.
55, 20, 10, 7½ & 5. 40, 40, 10, 7½ & 5. 37½, 20, 20, 10, 7½ & 5.
55, 20, 10, 7½ & 5. 40, 40, 10, 7½ & 5. 37½, 20, 20, 10, 7½ & 5.
40, 40, 10, 7½ & 5. 37½, 20, 20, 10, 7½ & 5.

| | | | | | | | | | |
|-----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| 100.28 47 | 1103.13 19 | 2105.97 90 | 3108.82 62 | 4111.67 33 | 5114.52 05 | 6117.36 76 | 7120.21 48 | 8123.06 19 | 9125.90 91 |
| 200.56 94 | 1203.41 66 | 2206.26 37 | 3209.11 09 | 4211.95 80 | 5214.80 52 | 6217.65 23 | 7220.49 95 | 8223.34 66 | 9226.19 38 |

The section above shows a part of a page of the book. There are six tables on a page. Put your finger right on the net the hand shows: The net of 73 cents is 21 cents, \$7.30 is \$2.13, \$73.00 is \$21.33, \$730.00 is \$213.31, \$7,300.00 is \$2,133.11.

OTHER USEFUL TABLES

Net of One Dollar showing all discounts arranged numerically, with different ways given for their application.

Per Cent Profit. Tables for adding percentage, affording an accurate and rapid way of making prices with profit added.

U.S. Money Into Foreign Money and Reversed. Pounds, marks, francs, kronen, etc.

Numerical Arrangement of Figured Nets brings the different nets together numerically and increases the value of the other tables.

Twelfths of a Dozen or Gross. These tables, arranged on the plan of the Discount Tables, give the price of fractional parts of a dozen or gross.

600 Pages. Double Indexed. Size, 8 x 11 inches. Cloth. Price, \$6.50, Including a Full Year's Subscription to the HARDWARE WORLD.

ADDRESS NEAREST OFFICE:

Phelan Building,
San Francisco, Calif.

507 Pioneer Building,
Seattle, Wash.

1134 Citizen's Nat. Bank Bldg.
Los Angeles, Calif.

Hardware World

Boatmen's Bank Building, St. Louis, Mo.

338 Taylor St., corner Tenth,
Portland, Oregon.

204-207 Scott Building,
Salt Lake City, Utah.

220-225 Pacific Building,
Vancouver, B. C., Canada.

Cash In—Get These Profits!



Style 560

With ice at top notch prices the summer of 1918 is going to offer a great opportunity for the greatest ice saving bottle cooler on the market—a cooler that uses one-third less ice than other coolers and pays for itself in ice-savings alone.

“XXth Century” Bottle Cooler

Not only is the “XXth Century” the most economical cooler but it is the most sanitary. The ice cannot come in contact with the water and contaminate it. It is exceptionally easy to clean and has a sanitary push faucet that will not clog, drip or pinch the fingers.

Write for catalog.

A Trade Building Pail

For durability, good looks and easy cleaning, there's no pail like a “Fibrotta” Star Pail. Handsome mahogany color with a surface hard and smooth as glass. It will not warp, swell, leak or rust, like metal and wooden pails.

Write for our “Fibrotta” catalog and prices on pails, spittoons, refrigerator drips, baby baths, waste paper baskets, umbrella stands, etc.



CORDLEY & HAYES
COOLER HEADQUARTERS

40 Leonard Street, New York City



The Most Profitable Square Foot in Our Store

A Genco Razor Display occupies little room but it makes that little room pay big profits.

A tremendous amount of silent salesmanship is crowded into its 7x15 inches.

It makes it possible for your clerk to step up to an interested customer and ask:

"Wouldn't you like to see one of those Genco Razors?"—and have the man say, "Yes, that one."

This means quick sales, sales made easily with minimum selling cost.

Genco Display Cabinets are substantially built of steel, finished in Circassian Walnut and lettered in red, white and gold. The removable top tray is covered with royal purple plush and holds six Genco Razors that are continually on display under the glass top. Space is provided for extra stock under the tray. The entire cabinet is closed with hinged door, and finished with lock and key.

Complete information covering styles included in assortment and prices, which allow interesting profits to Hardware Dealers, gladly sent upon request. Please give name of jobber when writing.

Jobbers Note—We have an interesting proposition for you whereby you can increase your Genco Razor sales and profits by distributing Genco Display Assortments. Write us.

GENEVA CUTLERY CO. 157 Gates Ave., Geneva, N. Y.

Largest Exclusive Manufacturers of High Grade Razors in the World



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the HARDWARE WORLD. All Rights Reserved)

Volume XIII

APRIL :: 1918

Number 4

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|--|---------|
| Schemes That Bring Business..... | 77 |
| Price Information Wanted by Merchants..... | 79 |
| A Western Jobber's Methods—How "Cash With Order" System Works... | 80 |
| Jobbers and Manufacturers Must Recognize Mail Order Competition..... | 83 |
| Manufacturers and Jobbers Not Alive to Situation..... | 88 |
| Don't Advertise Catalog Houses to Your Customers..... | 91 |
| A Plan to Make Credit a Little Less Cheap..... | 92 |
| How I Judge the Quantity and Quality of Work..... | 95 |
| How and When I Compliment an Employee on Good Work..... | 96 |
| Typifies Energetic American Spirit—E. C. McGraw..... | 106 |
| Accessories Profitable for Country Merchants..... | 110 |
| Dealer's Talk and What It Amounts to in Sale of Goods..... | 112 |
| Salesmen Should Be Trained..... | 118 |
| When Your Clerk or Salesman Misrepresents Goods Sold..... | 120 |
| When Someone Wants You to Go On Fidelity Bond..... | 124 |
| Some Things Well to Know About Options..... | 128 |
| Practical Helps in Advertising Writing..... | 132 |
| New Goods and Specialties..... | 134-139 |
| PLUMBING AND HEATING SECTION..... | 144 |
| "Show Me" Idea Too Often Neglected..... | 144 |
| The First Bath Tub..... | 146 |
| Standard Plumbing Contracts..... | 148 |
| AUTO ACCESSORY DEPARTMENT..... | 100-131 |
| RETAIL SELLING PRICES..... | 159-173 |

RESPONSIBILITY IS NOT THE RESULT OF PROMOTION, IT IS THE FORERUNNER

Responsibility isn't something that is lifted and strapped on to your shoulder by another who says:

"Now, this is yours; it is responsibility; do your best with it."

It isn't the result of promotion—it is the forerunner. Responsibility is not given; it is assumed. You can't dodge it today and tackle it tomorrow. If you are irresponsible now, you will be more so then.

If it were ours to teach a young man his first lesson, it would be that he is a responsible being; that his greatest interest is the success of his employer, that anything which comes under his notice which would save his employer a loss or add to his gain is his responsibility.

The boy who stuck his finger in the hole in the dyke and prevented a disaster, assumed a responsibility. When he discovered that little leak, stopping it became his work. There were no orders to do it, no one told him of the danger, it was not his task nor had his carelessness caused the trouble. He merely recognized a need for usefulness and assumed it.

This is responsibility. It wins promotion, it wins fortune, it brings distinction and it betters the world. It averts disaster and prevents injustice; it avoids errors and saves time; it means work but it also means happiness.

If you see anything that ought to be done that you can do, Do It.

THE WORTH-WHILE MAN

The worth-while man is vigorous and manly physically, and careful of the details of his appearance.

He has a sense of humor.

He is courteous to every one.

He is thoughtful of other people.

He is tactful.

His education is sufficiently broad to enable him to appreciate the finer things of culture.

He enjoys sports.

He can appreciate the fireside.

He is ambitious for worth-while things.

He has an aim in life.

He has religious faith.

He has courage, strength and purpose and self-control.

SERVE YOUR COUNTRY BY SAVING MONEY

You've always been told you ought to save money; every day some savings bank advertisement tells you so. The chief reason given for saving money has been that you'd have the money with interest later on, as a step to financial independence and success.

That is an excellent reason, but there's a better reason than that. Save because we have pledged the honor of our country and our people to fight this war to our last dollar and to our last man, if necessary. America does not break her word.

Money saved makes you a better man or woman, boy or girl; makes you dependable, responsible; increases self-respect, which increases your value. Save money to help your country by buying War Savings Stamps and U. S. Thrift Stamps.

1. War Savings Stamps are a promise to pay you the amount you invest, at the end of 5 years, with 4 per cent interest compounded every three months.

2. You can turn them into cash any time without looking for a buyer; just go into any postoffice and get them cashed.

3. You can invest in U. S. Thrift Stamps as little as 25 cents at a time, and as much more as you please.

Invest your money in your Government. Save money. Serve mankind.

THE SLACKER'S PRAYER

Call out the army and the navy,

Call out the rank and file.

Call out the brave old veterans

They will face danger with a smile.

Where are the boys of the old brigade

That set old U. S. free;

Call out my mother, my sister, my brother,

But for God's sake, don't call me.

KEEP COOL

Keep cool. Let not the well springs of the heart boil over in heated passion. Restrain that hot temper that scorches friendship and burns yourself. Coolness is the foundation of courage. When passion comes reason goes in one blinding flash. Put your fires under a boiler where they will do some good.—Ginger.

Men are conscripted and sent thousands of miles away across the ocean to fight for the preservation of American independence and ideals, and there is no true American but who approves of such methods, believing it to be absolutely necessary. Then why should any one question the right of the government to conscript men and compel them to work at home building ships, or doing any other needful labor, paying them—not \$30.00 a month, but \$30.00 or more a week?

Why should the government hesitate to put into effect the same principles?

GETTING AHEAD IN BUSINESS

(By W. R. Hotchkiss.)

The SMILE wins. Your wife knows the popularity of the butcher, or the grocer, who SMILES.

The GROUCH is a losing competitor.

Smile in your own business, whether you meet your customers personally or not—for smiles are contagious, and your employes will learn to smile.

Teach them to SMILE. Give them cause to smile. Make them happy in their work. If you have any who don't deserve to be made happy, that's your fault.

People like to buy in a store where they are always met with a SMILE. They always come back to such a store.

If you have such a store, TELL PEOPLE ABOUT IT.

Have a store worth talking about and then TALK—and talk where hundreds of thousands can hear you, and your business is bound to grow bigger.

PASS IT ON

Have you got a new idea—

Pass it on.

Though it doesn't seem worth while,

Pass it on.

It may fall on fallow soil, all prepared for fertile seeds;

It may be the inspiration that the other fellow needs;

It may broaden his horizon—spur him on to greater deeds.

If you've got a new idea—

Pass it on.

If you have a knotty problem—

Pass it on.

Don't give up and lose your grip—

Pass it on.

Though the question may have stumped you or the ghost be hard to lay,

It may strike some other fellow in a very different way;

And the answer that eludes you may stand out as clear as day,

When you think "you're up against it"—

Pass it on.

A man's soul is the measure of his usefulness.

CHILDREN WRITE FOOD SLOGANS

A competition was recently held among Indiana school children by the Federal Food Administrator of that state, prizes being offered for food conservation posters. Merchants who sell canning apparatus and household lines can work such a method in their sales plans or advertising. Thousands of children participated with poster designs and food-saving slogans, and the following succinct phrases are given as examples of the children's work:

Be Canny With Food.

Peel Thin and Win.

Not That We Love Food Less, But We Love Liberty More.

Fill All Cans But Garbage Cans.

Can Until You Can't.

Every Spud Is a Bullet.

Save Navy Beans—'Twill Sink the Submarines.

Wise Wives Won't Waste.

Kill Kaiserism in the Kitchen.

Eat Fish—A Good War Dish.

The Nation Beats That Saves Eats.

Pickle and Can for Uncle Sam.

The Kitchen Is Your Fort.

Throw Away Your Frying Pan—Bake, Broil and Boil All You Can.

A BADGE OF HONOR

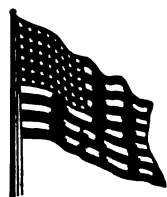
A Liberty Loan button is a badge of honor. Rightfully obtained it marks the wearer as one who has performed a distinct, definite service to the country.

Not all can fight, not all can work directly for the Government; but in buying a Liberty Loan Bond, or War Savings Stamps, every American renders some service to the Nation. It has been put within the reach and power of every citizen to aid the United States financially; it is a poor American who withholds support from the Government, from our soldiers and sailors fronting death on battlefields and oceans.

Iron crosses to German soldiers, and diamond orders exchanged between Turkish and German sovereigns may be but the honors of atrocity. But a Liberty Loan button, simple as it is, signifies a patriotic duty done and is an insignia of honor.

The best blood of America is being conscripted to fight for the preservation of all we hold dear. Men are going gladly and willingly at \$30.00 per month, and yet there are demagogues in the guise of Union labor, I. W. W.'s and Socialists, and what not, who think we should not for one moment permit or allow the government to conscript men to work—not for \$30.00 per month, but for \$30.00 or more per week.

Why this discrimination? Is it not time our Senators and Representatives should be hearing from the people on this subject? We have dilly-dallied and waited long enough, and the danger is growing the longer we wait. Why should men be sacrificed to fight and others at home allowed to strike—and in various ways delay war preparations?



OUR COUNTRY

Its need is our need, its honor our honor,
its responsibility our responsibility. To support it is a duty, to defend it a privilege, to serve it a joy. In its hour of trial we must be steadfast, in its hour of danger we must be strong, in its hour of triumph we must be generous. Though all else depart, and all we own be taken away, there will still remain the foundation of our fortunes, the bulwark of our hopes, a rock on which to build anew

Our Country, Our Homeland, America.

THE SERVICE FLAG

(Wm. Herschell, in the Indianapolis News.)

Dear little flag in the window there,
Hung with a tear and a woman's prayer;
Child of Old Glory, born with a star—
Oh, what a wonderful flag you are!

Blue is your star in its field of white,
Dipped in the red that was born of fight;
Born of the blood that our forebears shed
To raise your mother, the flag, o'erhead.

And now you've come, in this frenzied day,
To speak from a window—to speak and say:
"I am the voice of a soldier son
Gone to be gone till the victory's won.

"I am the flag of the service, sir;
The flag of his mother—I speak for her
Who stands by my window and waits and fears,
But hides from the others her unwept tears.

"I am the flag of the wives who wait
For the safe return of a martial mate,
A mate gone forth where the war god thrives
To save from sacrifice other men's wives.

"I am the flag of the sweethearts true;
The often unthought of—the sisters, too;
I am the flag of a mother's son
And won't come down till the victory's won!"

Dear little flag in the window there,
Hung with a tear and a woman's prayer
Child of Old Glory, born with a star—
Oh, what a wonderful flag you are!

The way to develop interest in your business on the part of your help is to take them into your confidence and talk over your plans with them.

WHEN THE "HARDWARE WORLD" FAILS TO REACH YOU

If the **HARDWARE WORLD** fails to reach you promptly please advise us. For some reason all publishers have had an unusual number of complaints within the past six months as to the failure of their publication to reach all subscribers promptly.

Everyone knows the government is handicapped on account of war conditions, and while we are exercising more than the usual care to see that every copy of our publication goes in the mails promptly, we can only know of their non-arrival when subscribers notify us.

In every case where possible we will supply the missing numbers. Information should be sent us promptly unless the publication reaches our subscribers within a few days after the first of each month.

WHY I BUY AT HOME

The following, printed on a card, hangs in the stores of Duluth hardware dealers:

Why I Buy at Home.

Because this is the place where I make money and this is the place to spend it.

Because my interests are here.

Because I believe in transacting business with friends.

Because the community that is good enough for me to live in is good enough to buy in.

Because I want to see the goods.

Because I want to get what I pay for.

Because every dollar spent at home stays at home and works for the development of the city.

Because the man I buy from stands back of the goods.

Because I sell what I produce here at home.

Because the man I buy from pays his part of the city and county taxes.

Because the man I buy from helps support my school, my church, my lodge and my home.

If you have a bit of news,

Send it in.

Or a joke that will amuse,

Send it in.

A story that is true,

An incident that's new,

Send it in.

Will your story make us laugh?

Send it in.

Send along a photograph,

Send it in.

Never mind about your style,

If it's only worth the while,

And will make the reader smile,

Send it in.

Schemes That Bring in Business

A Peep-Hole Window

TAKE a long, narrow packing box, long enough to reach from the window glass back to the rear of the window. Line the box with white or silver paper and paint it black or cover it with black outside. It is to be placed with the front or open end against the glass at a height where it will be easy for a passer-by to look into the opening at the level of his eyes. This end of the box, against the glass, will be closed except for a round hole about the size of a silver dollar.

It is easy to close the end in this way by fastening over it a square of black cardboard with the hole in its center. At the rear end of the box, inside, is to be set the object to be shown. A flash light of pocket size is a good article to use in this way. Of course the interior of the box must be lighted and the light can be admitted and thrown on the article shown by cutting a hole in the side or top of the box just a little ahead of the article and placing an electric light where it will throw its light in there.

In order to keep the source of the light concealed, it may be necessary to extend inside the box ahead of the light, a flange deep enough to conceal the lamp itself, while not hiding the object illuminated. The window glass is to be covered except where the peep-hole is left and on the outside of the paper used to cover the glass, a sign should be printed, reading something like this: "Are You Afraid in the Dark? Take a Peep!" Of course there will be a small card with the flash lamp, telling what it is and the price.

Another way to use the box, instead of showing any article, is to remove the rear end of the box and put in its place a piece of ground glass or translucent paper, lettering this with such a message as you want people to read. Then by putting a light behind the paper or glass, you have an illuminated show card there. The same article or the same sentence might be shown on an ordinary card in the window with less work, but the curiosity of the average man or woman will prompt a look into the peep-hole when no attention might be given an ordinary display, and the goods or card seen under these circumstances will create a lasting impression.

Rebating the Odd Cents.

This is simply a special sale dodge by which you offer for a certain period to rebate to any cash customer the odd cents when the purchase is more than half a dollar. Thus, if the purchase were 58 cents, the customer would receive a rebate of 8 cents. If it were 74 cents, he would get back 4 cents. Now and then a

customer might come along cunning enough to add some 8 cent article when he saw his purchase came to even money, but the advertising value of the plan and the interest it may be made to arouse, to say nothing of possible additional sales at a net profit, will make the scheme worth trying.

Guessing Contests.

The public always responds to a guessing contest offer where there is a chance to show one's ingenuity at guessing and at the same time get a chance on securing some prize. There is nothing novel about the idea, so the novelty must be supplied in the way in which the offer is made.

In order to make the plan directly profitable it may be well to make it a condition that the guesser must purchase something in the store, but if the plan is used simply to get people to come in, just let anyone who will come in and fill out a blank, put in one or more guesses.

If it is necessary to make a purchase in order to guess, the plan comes within the postal lottery law. The serial number on a new dollar bill is a good thing to guess on. Other things are the number of seeds in a big pumpkin, the number of words or letters to be used in your advertisement the week after the guesses are all in.

This plan will get people to read your advertisement. They will also look at the current advertisements to see about how many words you generally use. If you run this guessing contest as preliminary to a special advertisement of some special sales event, you will make sure of a large number of careful readers of the advertisement.

Guesses may be taken on the number of hours it will require a certain bud to open on some plant put in the window, or how long a flower in bloom will last before the leaves all fall off. Choose a florist to decide when the blossom is fully open.

Take guesses on the number of shingles to be used if your building is to be reshingled, or if some public building is being shingled, or on the number of pounds of white lead that will be used in painting a building.

Let the public guess on the number of pounds of coal you will use to heat your store for a month, or for a winter. Dig up original and novel guessing plans and keep folks guessing and at the same time keep them interested in and talking about your store.

Bill Board Privilege.

This plan has two edges to it and it cuts both ways. It is good advertising to put up

bill boards outside of town along the roads leading in, using these boards for various kinds of signs and advertising for the store. In order that they may last long enough to be profitable, they ought to be erected on private property with the consent of the owner. When you have made your plans for signs you want to put up in this manner, pick out a few of the best farmers in the country around perhaps some that are not customers of your store.

Offer in return for the privilege of placing a sign on their property, somewhere along the road, to give the family a certain discount on all cash purchases made at your store. This might be three or five per cent or whatever you can afford to give.

Even if you do not care much for that kind of advertising, there are farmer families whose business is worth a discount and whom it would pay you to have boosting your business in that way, because every farmer thus made one of your patrons would feel an interest in your store and would work for your business. You should have a written contract for the purpose, making the affair somewhat formal, both for your own protection and in order to impress its importance and value more firmly upon the farmer's mind. You might give the farmer a card which should be non-transferable and should be presented when making purchases for the discount.

Stopping the Women.

This plan will stop others than the women, but they are generally considered as being more interested than the men in seeing how they look in a mirror.

Hang a good plate glass mirror, not beveled, right close to the glass in the window, at one end. Put a sign under it reading, "A Popular Picture." The mirror should, of course be in a frame. Anyone who stops to look at the picture in the frame will, naturally, see their own face reflected there.

This is not likely to hurry that person away and there is an excellent chance of a long enough delay to see what goods are shown in the window. Just because the picture does turn out to be a mirror will be a reason why people who stop will look over the window display before leaving. They will not want it to appear that they have stopped to see themselves in the glass.

Rebus Window Displays.

You know what a rebus is. They used to be a common form of picture puzzle in the children's page of the weeklies. They consist of sentences made up of part or all pictures instead of printed words. You can get up rebus windows that will keep people standing there for sometime to decipher their meaning. Use a sentence about some line of goods, spelling the sentence out, as far as possible, in pictures or in actual articles. These pictures, etc.,

may be attached to a background on which the rebus is spelled out.

A sheet of wall board makes a good mounting surface for such a puzzle. The puzzle should be made just difficult enough so that it can be deciphered with a little effort by almost anyone. People like to solve a puzzle and when they succeed, they go on, pleased with having done so. The point is to get some message over in that way, counting on the rebus method to impress the message so firmly upon the mind of the reader that it will not be forgotten.

Getting a Crowd.

If you want a crowd in front of your window, you can get it by the following means. Advertise that on a certain day, at a certain hour, a rooster that has not been fed for twenty-four hours, will be put into the window with a certain amount of corn and that he will be timed while he eats it.

Offer a chance to people to guess on the number of minutes and seconds he will take to eat the corn. Have the coop and the corn setting in the window for the days when guesses are accepted. Inject an element of surprise and humor into the situation by putting in either a very large or a very small rooster, a bantam or a big brahma. People will think in terms of an average rooster and make their guesses on that basis and the unusual size of the bird will give the event an interesting twist.

TOO MUCH TROUBLE

It was "too much trouble" for the clerk to ask for the name and address of the cash customer. But that same man was going to be in the market for a wagon or plow later and the dealer lost his trade.

You are perfectly willing to give your name and address to the clerk in a store when he tells you he wants it so he can keep you posted on their periodical bargains and trade information. That does not annoy you.

Nor will it annoy YOUR cash customer. He will be pleased with your evident desire to please him, and it will be an added knot in the tie that binds him to your store.

Nothing is too much trouble—or should not be—that enables you to make a live list of people who can be induced to trade with you. Try this out for six months. And then WORK THAT LIST. And you'll be surprised at the amount of trade you can create and HOLD in that way.

We don't say you can do wonders this way—we don't know that YOU will do anything at all. We DO say that others HAVE DONE IT.

The time has come when all merchants recognize the fact that he who serves will be the man who profits.

"PRICE INFORMATION"

Was one of the principal topics under discussion at the Wisconsin convention, and as a result the following petition was signed by every one present. No doubt every hardware merchant in Wisconsin would be eager to sign it if he had the opportunity:

To All Hardware Jobbers Doing Business in Wisconsin:

Your customer, the retail hardware dealer, is seriously handicapped for the want of price information especially when asked to quote a price on an article in your catalog not in the retailer's stock. Some of the catalogs he has are four years old. The lists and numbers are not those of the factory. There is absolutely no information contained therein upon which a dealer can base a price. Sears' and Ward's semi-annual catalogs are his only guide. You may be satisfied with these conditions, but your customer, the retailer, is not.

We, the undersigned hardware dealers, in convention assembled, do hereby petition our jobbers to furnish us new and up-to-date catalogs with factory lists and numbers by July 1, 1918, and a monthly discount sheet thereafter. Lists other than the standard factory lists and numbers found nowhere else are misleading and should not be used.

A copy of this petition with the signatures has been forwarded to every jobber doing business in Wisconsin. A slight increase in help in the department which furnishes jobbers' salesmen with change sheets regularly is all that is necessary. When we look back over the past two years we can hardly realize how we ever got along. Much money was lost by retailers because of the lack of price information.

The following resolution was also adopted:

"Resolved, that we consider the retail price as quoted by mail order houses the established retail price f. o. b. Chicago, and that the retailer be allowed to add a percentage to the mail order house price for freight and additional service as his selling price."

In all fairness to their customers, the jobber and manufacturers should recognize the established retail price and make it possible for the retailer to meet it with additional service added.

Never before was there such a desire to establish a uniform method of conducting a credit business. Some advocated that all goods be marked on a cash basis and that a charge be made for additional service such as charge and delivery. A showing of hands, however, revealed that the majority favored a discount for cash. The enclosed plan seemed to meet with much favor. Get together in your neighborhood at once and adopt something along this line. It will necessitate monthly statements, which is a good thing.

There never was a more opportune time

for this. The public is in a receptive mood and will accept most any reasonable regulation.

Yours very truly,

WISCONSIN RETAIL HARDWARE ASS'N.

P. J. Jacobs, Secretary.

Suggested Announcement.

We have had under consideration for some time the adoption of some plan looking to the solution of the credit problem in our business, which would meet the approval of our patrons and be mutually advantageous to them and to ourselves—some method for reducing the large number of accounts receivable upon our books and making it worth while for those to pay cash who are in position to do so, and also enabling us to extend a fair amount of credit upon reasonable terms to customers desiring it.

The plan which has appealed to us, and which we believe will commend itself to our patrons, is as follows:

To allow a discount of three per cent on all cash sales.

To allow a discount of two per cent on all accounts paid on or before the tenth of the month following the date of purchase.

To add an interest charge of six per cent on all unpaid accounts after sixty days.

This change in policy to be effective from and after April 1, 1918.

We take this opportunity of thanking our patrons in anticipation of their continued patronage, and assuring them that we shall devote our best efforts to serve them as well in the future as we have in the past.

Respectfully,

.....

HE LIKED THEIR STYLE

He was running a small provision store in a newly developed district, and the big wholesale dealers found him very backward in payment of his account.

They sent him letter after letter, each more politely threatening than the last. Finally, they sent their representative down to give him a last chance.

"Now," said the caller, "we must have a settlement. Why haven't you sent us anything? Are things going badly?"

"No. Everything going splendidly. You needn't worry. My bankers will guarantee me all right."

"Then why haven't you paid up?"

"Well, you see, those threatening letters of yours were so well done that I've been copying them and sending them 'round to a few customers of my own who won't pay up, and I've collected nearly all outstanding accounts. I was only holding back because I felt sure there must be a final letter, and I wanted to get the series complete."

A Western Jobber's Methods

"Cash With Order" Enables Retail Merchants to Meet Catalog House Competition. Prices Guaranteed Until Later Corrections and Information Are Received. Merchants Quote Definite Prices on Articles Not Regularly Carried in Stock.

THE HARDWARE WORLD believes it is rendering its readers a distinct service in bringing to their attention a method that has been adopted by the Honeyman Hardware Co. in compiling and issuing a catalog and price list that is a distinct advance over anything that has been brought to our attention, and which appears to have advantages over the usual catalog and method of making quotations and handling orders. Especially does it enable a merchant better to meet mail order prices, as well as to quote definite prices on goods not regularly carried in stock.

It has been termed a "Cash With Order Catalog," and their latest catalog No. 8, a book of some thousand pages, has been so compiled and arranged as to give the retail merchant considerable information and to place at his disposal data which enables him to act intelligently.

In bringing this to the attention of our readers, we do so with the belief that there are perhaps many jobbers who might wish to know something about the success which attends the efforts of the Honeyman Hardware Co., and just how their plan works.

Trend Toward More Cash Business.

For their part we feel sure they will be glad to extend any courtesy to our readers, and give any further information. While they have pioneered the way and have experimented and developed their method at considerable effort, to say nothing of expense, they believe this is the method by which the hardware business of the future will be handled to an increasing extent.

On the part of the retail merchant the advantages are obvious and a large number of them who have used this Cash With Order System in the territory in which the Honeyman Hardware Co. operate, are constantly increasing the volume of their cash with order business. They believe that the saving is worth while, to say nothing of the convenience of having the information at hand.

Catalog No. 8, to which we have referred, is somewhat unusual, in that the illustrations or cuts have been very much reduced, thus enabling them to issue a condensed yet complete catalog.

Several employees devote their entire time to the work of keeping prices in this catalog up to date. This fact has been urged by some as a reason why they don't consider it advisable to install it, for the expense and the upkeep of the catalog was more than they felt would be

justifiable. But just as in every new movement or enterprise, someone has to pioneer the way. The Honeyman Hardware Co. have persisted until their policy is becoming more thoroughly approved by retail merchants.

This catalog gives the illustration, description, number and list price on various articles shown therein. Accompanying the catalog is their confidential price list for dealers' use. Two lines of prices are shown in this confidential price list, one termed their "trade credit price," which is the usual price prevailing among jobbers in their territory, being subject to the regular terms of 2 per cent cash in ten days or 60 days net. The other is their C. W. O. or cash with order price, where the cash must accompany the order to obtain the prices given.

No exceptions whatever are made, the customer must either send the cash with the order, or he can keep a deposit with the Honeyman Hardware Co. to be used in securing these cash with order prices. No ledger account or records are kept. "Cash with order" business is handled with the least possible clerical work or overhead expense. No bills are rendered. All the necessary data and information is given in case an order is not shipped complete and the money returned.

They make it a point to keep themselves informed as to the prices at which mail order houses are quoting goods in their community. They undertook this work to enable their dealer customers to meet mail order prices and to still make a profit. They felt this was a legitimate function which as jobbers they ought to perform for the benefit of their customers.

Some merchants have adopted the policy of signing a check in blank, sending it with their order, the Honeyman Hardware Co. filling in the check for the exact amount and promptly advising the merchant so he can enter it on the check stub.

Many merchants keep a deposit with the Honeyman Hardware Co., instead of sending checks with each order.

Prices Guaranteed.

Another point which is of great value to retail merchants is mentioned in their catalog to this effect. "Mail orders resulting from the use of this price list will be protected against change in prices until later information is sent."

Now this guarantee of theirs has sometimes caused them to furnish merchants goods for less than they were paying for them, but in

the long run they believe the retail merchants appreciate the service they are rendering.

Another point they make is that "orders placed with their salesmen will be governed by prices in effect at the time," but if on comparison the retail merchant should find the price list lower on a given item than the price quoted by a salesman, the merchant is privileged to mail his order at the lower price.

Another policy is to quote the same price to all merchants in all territories. They make no freight allowance of any kind, believing their customers appreciate absolutely knowing that each is on a par with the other.

So that our readers may have a fair comparison of the "trade credit price" and the "cash with order" price, we have selected at random a few pages of the latest price list which we have available.

We believe this is matter of much interest and value to our readers and is published simply as trade information to our subscribers in both wholesale and retail lines.

We will be glad indeed to learn of methods used by others which will benefit retail merchants, and to have catalogs and prices that may be issued by other institutions. We are always glad of the opportunity of placing before our readers data of any nature that will enable merchants to handle their business more economically and successfully.

MAN WHO BUYS "CASH WITH ORDER" COMES NEAREST TO SOLVING PROBLEM

Editor HARDWARE WORLD:

To meet mail order competition, we have only this to say: We offer best prices we can, and make a living profit, aim to give good goods only, and if for any cause there is complaint of quality we make it satisfactory even at a loss.

Except the Honeyman Hardware Co., we do not think any jobber has made a special effort along the line of help. We think the man who can and will buy for cash with order will come nearer solving the competition than any other; especially so if he will offer good service and short credit only.

We think the Mail Order plan is one of the modern methods that has come to stay, and has a right to, it being up to the local dealers to hold their own. We also think it is up to the jobber to help by sharing their profits more than has been done. There are so many ramifications to the subject that an hour's lecture would not cover, but think it all resolves itself into the personality and methods of local dealer. One thing sure he must use printer's ink, but don't knock the competitor personally.

Yours,

CHURCHILL HDWE. COMPANY.

2

HONEYMAN HARDWARE COMPANY.

Page 2.

| DOUBLE BIT AXES. | | |
|--|--------------|--------------|
| Maxax or Beaver. | Trade Credit | Trade Credit |
| | G.W.O. | G.W.O. |
| Less than one doz. of one pattern. | | |
| California Reverbia, Swamping and | | |
| Extra Long Narrow Felling. | | |
| | Dz. Base | Dz. Base |
| Unhandled. | 10 00 | 10 15 |
| Handled. | | |
| With Forest King. | 24 25 | 23 05 |
| With Monarch. | 22 75 | 22 05 |
| With Onilliothe. | 22 50 | 22 30 |
| With No. 1. | 22 50 | 21 25 |
| Maxax or Beaver 1 dozen lots of one | | |
| pattern only, straight or various sizes, | | |
| deduct from above prices | 50 | 50 |

Page 3.

| SINGLE BIT AXES. | | |
|--|----------|----------|
| Maxax or Beaver. | | |
| Less than one dozen of one pattern. | | |
| | Dz. Base | Dz. Base |
| Unhandled. | 14 00 | 13 30 |
| Handled. | | |
| Held, Forest King. | 16 25 | 15 50 |
| Held, Monarch. | 16 75 | 17 00 |
| Held, Onilliothe. | 16 50 | 17 00 |
| Held, No. 1. | 17 50 | 16 00 |
| Maxax or Beaver 1 dozen lots of one | | |
| pattern only, straight or various sizes, | | |
| deduct from above prices | 50 | 50 |
| Broken Cases. | | |
| 3 to 4 lb. | 15 00 | 14 25 |
| Full cases deduct. | 50 | 50 |

HOUSE AXES.

| Maxax—None in stock. | | |
|--------------------------|-------|-------|
| Maxax—None in stock. | | |
| HUNTERS' HATCHETS. | | |
| Hunt's No. 0. | 10 75 | 10 25 |
| Boy Scout Without Sheath | 10 00 | 10 50 |
| Leather Sheath Only. | 4 85 | 4 50 |
| Keen Ridge No. 0. | 10 40 | 10 00 |

BOYS' AXES.

| | | |
|--------------------------------|-------|-------|
| Maxax Polished. | 12 00 | 11 40 |
| Maxax Gun Metal—None in stock. | | |
| Maxax. | 10 25 | 9 75 |

Page 4.

| SHIP AXES. | | |
|--------------------|-------|-------|
| | Dz. | Dz. |
| *White's. | 42 50 | 40 35 |
| *Barton's. | | |
| No. 211, 6 1/2 in. | 47 50 | 45 10 |

Page 5.

| STRIKING HAMMERS. | | |
|------------------------------|--------------|--------------|
| | Trade Credit | Trade Credit |
| | G.W.O. | G.W.O. |
| Long and Short Patterns. Lb. | | |
| 2 to 4 1/2 lbs. | 22 | 21 1/4 |
| 5 lbs. and over. | 16 | 15 1/4 |
| HAND DRILLING HAMMERS. | | |
| California Pattern. | | |
| 2 to 4 1/2 lbs. | 27 | 25 1/4 |
| SPALLING OR STONE HAMMERS. | | |
| Single and Double Face. | | |
| 2 to 4 1/2 lbs. | 27 | 25 1/4 |
| 5 to 6 lbs. | 22 | 21 |
| BLACKSMITH SLEDGES. | | |
| | Lb. | Lb. |
| Cross Point. | 15 1/2 | 14 1/4 |
| Straight Point. | 15 1/2 | 14 1/4 |
| RAILROAD TRACK MAULS. | | |
| | Lb. | Lb. |
| 11 SHIP OR TOP MAULS. | 16 | 15 1/4 |
| 5, 5 1/2, 6 and 7 lb. | 25 | 23 1/4 |
| WOOD CHOPPERS' MAULS. | | |
| Round or Axe Eye. | 19 | 18 |
| WOOD CHOPPERS' WEDGES. | | |
| Oregon Pattern. | 19 | 18 |
| For Handling add to price of | | |
| Handles. | 15 | 16 |

Page 6.

| WOOD CHOPPERS' WEDGES. | | |
|------------------------|--------|--------|
| | Lb. | Lb. |
| Truckee Pat. | 19 1/2 | 18 1/2 |
| Standard Pat. | 19 1/2 | 18 1/2 |
| HANGING WEDGES. | | |
| Puget Sound Pattern. | 23 | 21 1/2 |
| FALLING WEDGES. | | |
| Northwestern Pattern. | 22 | 21 |
| Oeder Pat. | 18 1/2 | 18 1/2 |
| SAW WEDGES. | | |
| | Lb. | Lb. |
| Improved. | 30 | 19 |
| BUCKING WEDGES. | | |
| Townsend Pattern. | 22 | 21 |
| HARMON WEDGES. | | |

Page 8.

| JACKS. | | |
|------------------|--------------|--------------|
| | Trade Credit | Trade Credit |
| | G.W.O. | G.W.O. |
| Locomotive. | 20 1/2 | 20 1/2 |
| Batchot. | 25 1/2 | 25 1/2 |
| Barrel. | | |
| No. 1. | 14 75 | 14 00 |
| No. 2. | 19 50 | 18 50 |
| MATTOKS. | | |
| Hunt's Adze Eye. | 17 00 | 16 15 |
| Standard. | | |
| 5 lb. | 12 50 | 11 50 |
| 6 lb. | 13 50 | 12 50 |
| GRUB HOES. | | |
| | Dz. | Dz. |
| Standard. | | |
| No. 2. | 10 50 | 10 00 |
| No. 3. | 11 00 | 10 45 |

Page 9.

| RAILROAD PICKS. | | |
|------------------------------|-------|-------|
| | Dz. | Dz. |
| Standard. | | |
| 4 lbs. | 10 00 | 9 50 |
| 4 1/2 lbs. | 10 25 | 9 75 |
| 5 lbs. | 10 50 | 10 00 |
| 5 1/2 lbs. | 11 00 | 10 45 |
| 6 lbs. | 11 50 | 10 50 |
| 7 lbs. | 12 50 | 11 35 |
| CONTRACTORS' PICKS. | | |
| | Dz. | Dz. |
| Standard. | | |
| 6 lbs. | 14 00 | 13 30 |
| 7 lbs. | 15 00 | 14 25 |
| DRIFTING PICKS. | | |
| | Dz. | Dz. |
| Standard. | | |
| No. 1—Discontinued. | | |
| No. 2. | 10 50 | 10 00 |
| No. 3. | 11 50 | 10 50 |
| For Handling add to price of | | |
| Handles. | 15 | 13 |
| DRIFTING PICK EYES. | | |
| | Dz. | Dz. |
| Standard. | | |
| No. 2. | 7 35 | 7 00 |

As Far as We Know the Honeyman Hardware Company Is the Only Jobbing Institution Who Are Following the Plan of Issuing a Cash With Order Catalog. We Will Be Glad to Have Other Jobbers and Dealers Give Us Any Further Data Along These Lines.

A BIG HELP TO RETAIL MERCHANTS.

H. C. Garnett, former president of the Oregon Retail Hardware Association, tells us he believes the Honeyman Hardware Co. have developed a policy that is bound to be followed by jobbers the country over before very long.

As a matter of fact he thinks they must adopt a similar plan in self protection. The retail merchants are demanding that they be given more information and co-operation than heretofore. Mr. Garnett cites this instance: With a catalog compiled and gotten up the way the Honeyman Hardware Co. have issued theirs, the retail merchant is able to quote any article usually sold by a hardware merchant whether he ever saw it or had it in stock. He knows exactly what the article will cost him, he can act with intelligence, and secure business that he would otherwise have to pass up.

He regards the saving also as quite a feature in the year's business. He knows the great advantage to the retail merchant on staple articles, the saving in "cash with order" ranges all the way from three to five per cent, and often more.

Formerly when a man came into his store and wanted a certain kind of a broad axe he did not carry, from any other catalog he was not able to quote prices. With the Honeyman catalog before him he can make definite price. He knows the price will be just exactly what he figures it, because the prices are guaranteed in this catalog until he receives later information.

"A Traveling Salesman" Priced Catalog.

There are a few jobbers who concede some of their customers the privilege of supplying them with a traveling salesman's priced catalog, the changes in prices being sent regularly, but this is very hard to obtain. He thinks that the jobber is standing in his own light in refusing to supply these to their retail customers, especially where they are far removed from jobbing trade centers.

The average farmer or consumer has been educated to know the prices in the wholesale catalog are list prices, and that they are subject to a discount, often quite a heavy discount, depending upon the kind of article.

They may be told that prices have materially advanced, but you can't get the average farmer to believe that there are some articles in the hardware merchant's stock that the merchant himself has to pay more for than the list price shown in the old catalog.

These catalogs usually show a cut of the article, gives the size, the weight, and a description, but no further information, and the retail merchant is absolutely helpless when it comes to quoting articles not regularly carried in stock, or which he doesn't buy frequently.

There is scarcely a day passes but what he doesn't have occasion to look up information of this character. Under the old system of a merely descriptive catalog and list prices the merchant can do nothing. Under the Honeyman system Mr. Garnett sees a great advantage.

HONEYMAN HARDWARE COMPANY.

29

Page 239.

SQUARES.

| | Trade Credit | Trade C.W.O. |
|----------|--------------|--------------|
| Steel. | Dox. | Dox. |
| No. 38 | 20 75 | 19 75 |
| No. 14B | 18 00 | 16 00 |
| No. 30YB | 11 00 | 10 50 |
| Iron. | | |
| No. 24 | 10 00 | 9 50 |

STARRETT'S TOOLS.

| | | |
|--------------------------------------|-----------------|------------------|
| Attachments for Combination Squares. | | |
| No. 298A | Add 15% to List | Add 112% to List |
| Rule Clamps. | | |
| No. 289 | Add 15% to List | Add 112% to List |

TRY SQUARES.

| | | |
|--------------|-----------------|-----------------|
| Starrett's. | | |
| No. 21 | Add 10% to List | Add 10% to List |
| No. 63 | Add 10% to List | Add 10% to List |
| Stanley Imp. | | |
| No. 12. | Dox. | Dox. |
| 6 in. | 4 50 | 4 25 |
| 8 in. | 5 75 | 5 50 |
| Stanley. | | |
| No. 20. | | |
| 4 1/2 in. | 3 00 | 3 45 |
| 6 in. | 4 50 | 4 00 |
| 7 1/2 in. | 5 25 | 5 00 |
| 9 in. | 6 75 | 6 45 |

TRY AND MITRE SQUARES.

| | | |
|--------|------|------|
| No. 1. | | |
| 6 in. | 6 25 | 6 00 |

Page 240.

TRY AND MITRE SQUARES.

| | | |
|-----------|------|------|
| No. 2. | Dox. | Dox. |
| 6 in. | 5 40 | 5 15 |
| 7 1/2 in. | 7 25 | 7 00 |

MITRE TRY SQUARES.

| | | |
|----------------------------|------|------|
| No. 15. | Dox. | Dox. |
| 7 1/2 in. | 9 50 | 9 10 |
| Stanley Adjustable No. 21. | | |
| 6 in. | 6 50 | 6 20 |
| 8 in. | 7 75 | 7 40 |
| 12 in. | 9 00 | 8 50 |

Page 242.

STARRETT'S TOOLS.

| | Trade Credit | Trade C.W.O. |
|-------------|-----------------|------------------|
| Wire Gauges | Add 15% to List | Add 112% to List |

| | | |
|---------|-----------------|------------------|
| No. 283 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

| | | |
|---------|-----------------|------------------|
| No. 185 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

| | | |
|---------|-----------------|------------------|
| No. 157 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

Page 243.

| | | |
|---------|-----------------|------------------|
| No. 186 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

| | | |
|---------|-----------------|------------------|
| No. 286 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

| | | |
|---------|-----------------|------------------|
| No. 589 | Add 15% to List | Add 112% to List |
|---------|-----------------|------------------|

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

| | | |
|-------------------|------|------|
| No. 36 (171). | Dox. | Dox. |
| Full Pkgs. | 3 55 | 3 37 |
| Broken Pkgs. | 3 75 | 3 50 |
| No. 3 (378). | | |
| Full Pkgs. | 9 25 | 9 05 |
| Broken Pkgs. | 9 65 | 9 05 |
| No. 32 (386). | | |
| Full Pkgs. | 5 30 | 5 30 |
| Broken Pkgs. | 5 50 | 5 50 |
| No. 32 1/2 (368). | | |
| Full Pkgs. | 7 50 | 7 55 |
| Broken Pkgs. | 7 55 | 7 55 |
| No. 36 1/2 (372). | | |
| Full Pkgs. | 4 95 | 4 95 |
| Broken Pkgs. | 5 25 | 5 25 |
| No. 60 (465). | | |
| Full Pkgs. | 1 40 | 1 45 |
| Broken Pkgs. | 1 45 | 1 45 |
| No. 68 (751B). | | |
| Full Pkgs. | 1 50 | 1 50 |
| Broken Pkgs. | 1 90 | 1 90 |
| No. 61 (751). | | |
| Full Pkgs. | 2 35 | 2 35 |
| Broken Pkgs. | 2 50 | 2 50 |

RULES.

| | Trade Credit | Trade C.W.O. |
|-------------------------|--------------|--------------|
| Tinners' Circumference. | Dox. | Dox. |
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

| | | |
|-------------------------|-------|-------|
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

| | | |
|-------------------------|-------|-------|
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

| | | |
|-------------------------|-------|-------|
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

| | | |
|-------------------------|-------|-------|
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

| | | |
|-------------------------|-------|-------|
| No. 95 | 30 00 | 28 50 |
| Blacksmiths' Brass. | | |
| No. 17 | 6 00 | 5 75 |
| Brass Folding. | | |
| No. 1085 | 5 50 | 5 25 |
| Shrinkage. | | |
| No. 30 1/2 A to G. | 10 00 | 9 50 |
| Level. | | |
| No. 2062—None in stock. | | |

JOBBER AND MANUFACTURERS MUST RECOGNIZE MAIL ORDER HOUSE COMPETITION

Editor **HARDWARE WORLD**:

"What should a jobber or manufacturer do to help retail merchants to meet mail order or catalog house prices."

It is a very hard thing to say just what to do, however. I feel it is up to the manufacturers themselves to get together and find out what is to be done. I do know the manufacturers and jobbers have never recognized the mail order houses as competitors, but it is my opinion they are going to have to in the future.

I am wondering what is going to become of the retail dealers and the jobbers, for I think the retail dealers who are selling goods that are sold through the mail order houses are fools.

If the manufacturer thinks it is proper to sell direct to the consumer then that is alright, but it is my opinion he is going to have to choose which way he wants to market his goods, and personally I don't care which he chooses, but if he chooses the mail order house then I am in favor of letting him market his goods through them alone.

I think that when the war is over there will be a great reconstruction in business, and it is my opinion the jobber is going to be looking out for some way to put his customers on an equality with the mail order houses.

With kindest regards, I am, yours truly,
T. N. WITTEN.

BELIEVES "CASH WITH ORDER" THE RIGHT THING

Editor **HARDWARE WORLD**:

Our experience in meeting mail order house competition is first never to mention a mail order house or their merchandise to a customer when we can avoid it. If he brings up the subject, we then try to convince him that we aim to carry a superior line of goods, and that we are at all times ready and willing to make anything right that should be wrong; that we are a part of his community; that he has the chance to talk to us face to face should he have a complaint, and get his grievances adjusted at once, which would be a great deal more satisfactory than taking a grievance up by mail and prolonging it for weeks or perhaps months, and we try to convey to him that we are not in competition with any mail order house at all; that our goods are before him for inspection, that he can see what he is buying, and should know whether or not it is what he wants.

We believe the "cash with order" catalogue is just exactly the right thing, for two reasons: First, the "cash with order" price is always one nearly so much better than the regular terms after the cash discount is allowed.

Secondly, it enables you, should you have a customer wanting some article you did not carry, to make him a price and know what your profit was going to be. Ordinarily, with the general catalogue, you are all right if you "guess" right. Yours very truly,

GILLIAM & BISBEE.

52

HONEYMAN HARDWARE COMPANY.

Page 448.

| ROYAL GRAY ENAMELED WARE. | | |
|---------------------------|--------|-------|
| Trade | Trade | |
| Credit | Credit | |
| Doz. | Doz. | |
| No. 2 | 12 75 | 12 25 |
| No. 3 | 16 75 | 15 50 |
| Coffee Boilers. | | |
| No. 60 | 8 90 | 8 10 |
| No. 70 | 9 35 | 9 15 |
| No. 30 | 11 50 | 11 00 |
| No. 90 | 15 75 | 15 25 |
| No. 100 | 19 50 | 18 50 |
| Rice Boilers. | | |
| No. 52 | 8 20 | 7 80 |
| No. 52 1/2 | 8 90 | 8 25 |
| No. 53 | 9 35 | 8 90 |
| No. 53 1/2 | 10 80 | 10 20 |
| No. 14 | 8 90 | 8 60 |
| No. 16 | 7 90 | 7 50 |
| No. 18 | 9 00 | 8 55 |
| No. 20 | 10 50 | 10 00 |
| No. 22 | 11 75 | 11 20 |
| No. 24 | 13 75 | 13 00 |
| No. 26 | 15 50 | 15 00 |
| No. 28 | 19 50 | 18 50 |
| No. 26 | 24 00 | 22 50 |
| Covered Buckets. | | |
| No. 21 | 8 15 | 3 00 |
| No. 22 | 3 75 | 3 00 |
| No. 23 | 4 40 | 4 20 |
| No. 24 | 5 45 | 5 15 |
| No. 25 | 6 50 | 6 20 |
| No. 26 | 7 50 | 7 50 |
| No. 30 | 10 00 | 9 50 |
| No. 250 | 4 40 | 4 20 |
| No. 350 | 5 15 | 4 90 |
| No. 450 | 6 25 | 6 00 |
| No. 650 | 7 70 | 7 25 |
| No. 850 | 9 75 | 9 25 |
| No. 1350 | 11 75 | 11 40 |
| No. 2501 | 5 40 | 5 20 |
| No. 2501 | 6 25 | 6 00 |
| No. 4501 | 7 50 | 7 15 |
| No. 6501 | 9 00 | 8 55 |
| No. 8501 | 11 10 | 10 75 |
| No. 10501 | 13 75 | 13 25 |
| Dinner Buckets. | | |
| No. 140 | 13 35 | 12 75 |

Page 450

| ROYAL GRAY ENAMELED WARE. | | |
|---------------------------|--------|-------|
| Trade | Trade | |
| Credit | Credit | |
| Doz. | Doz. | |
| No. 03 | 2 85 | 2 70 |
| No. 04 | 3 15 | 3 00 |
| No. 05 | 4 15 | 3 95 |
| No. 06 | 5 00 | 4 80 |
| Tea Kettles. | | |
| No. 40 | 7 10 | 6 75 |
| No. 50 | 7 90 | 7 50 |
| No. 60 | 8 80 | 8 40 |
| No. 70 | 9 50 | 9 10 |
| No. 80 | 11 00 | 10 50 |
| No. 90 | 13 50 | 12 85 |
| Milk Kettles. | | |
| No. 71 | 3 95 | 3 35 |
| No. 72 | 5 00 | 4 80 |
| No. 73 | 6 00 | 5 75 |
| No. 74 | 7 25 | 6 90 |
| No. 76 | 8 95 | 8 25 |
| Berlin Kettles. | | |
| No. 02 | 4 10 | 3 95 |
| No. 03 | 5 00 | 4 75 |
| No. 04 | 5 70 | 5 45 |
| No. 05 | 6 60 | 6 30 |
| No. 06 | 7 00 | 6 75 |
| No. 08 | 8 65 | 8 25 |
| No. 010 | 10 50 | 10 00 |
| No. 012 | 12 75 | 12 00 |
| Preserving Kettles. | | |
| No. 18 | 3 25 | 3 15 |
| No. 20 | 3 75 | 3 55 |
| No. 22 | 4 25 | 4 05 |
| No. 24 | 4 75 | 4 50 |
| No. 26 | 5 25 | 5 00 |
| No. 28 | 6 00 | 5 70 |
| No. 30 | 7 25 | 6 90 |
| No. 32 | 8 50 | 8 10 |
| No. 34 | 10 50 | 10 00 |
| No. 36 | 12 50 | 12 00 |
| No. 50 | 24 00 | 23 00 |
| Ladies. | | |
| No. 80 | 1 85 | 1 75 |
| No. 110 | 2 10 | 2 00 |
| No. 111 | 2 30 | 2 20 |
| Soup Ladies. | | |
| No. 38 | 1 60 | 1 52 |

ROYAL GRAY ENAMELED WARE.

| Trade | Trade | |
|-------------------------|--------|-------|
| Credit | Credit | |
| Doz. | Doz. | |
| No. 80 | 3 50 | 3 50 |
| No. 100 | 7 75 | 7 35 |
| No. 140 | 8 95 | 8 50 |
| No. 170 | 10 40 | 9 90 |
| No. 210 | 12 50 | 11 90 |
| No. 300 | 15 25 | 14 25 |
| No. 400 | 27 00 | 26 00 |
| Rinsing Pans. | | |
| No. 010 | 7 75 | 7 40 |
| No. 014 | 8 75 | 8 30 |
| No. 017 | 10 00 | 9 50 |
| Page 452. | | |
| ROYAL GRAY ENAMEL WARE. | | |
| Trade | Trade | |
| Credit | Credit | |
| Doz. | Doz. | |
| No. 00 | 1 45 | 1 25 |
| No. 0 | 1 80 | 1 50 |
| No. 11 | 1 75 | 1 65 |
| No. 15 | 2 10 | 2 00 |
| No. 20 | 2 20 | 2 10 |
| No. 30 | 2 80 | 2 50 |
| No. 40 | 3 25 | 3 10 |
| No. 50 | 4 05 | 3 85 |
| No. 60 | 4 75 | 4 50 |
| No. 100 | 5 50 | 5 25 |
| Pudding Pans. | | |
| No. 50 | 1 75 | 1 65 |
| No. 100 | 2 10 | 2 00 |
| No. 150 | 2 20 | 2 10 |
| No. 200 | 2 50 | 2 40 |
| No. 300 | 2 90 | 2 75 |
| No. 400 | 3 15 | 3 00 |
| No. 500 | 3 65 | 3 50 |
| No. 600 | 4 10 | 3 90 |
| No. 800 | 4 75 | 4 50 |
| No. 1000 | 5 50 | 5 25 |
| Berlin Sauce Pans. | | |
| No. 02 | 4 20 | 3 90 |
| No. 03 | 4 80 | 4 60 |
| No. 04 | 5 75 | 5 50 |
| No. 05 | 6 50 | 6 20 |
| No. 06 | 7 05 | 6 75 |
| No. 08 | 8 75 | 8 40 |
| No. 010 | 10 70 | 10 20 |
| No. 012 | 12 90 | 12 20 |

The Comparison of Trade Credit and Cash With Order Prices From the Catalog of Honeyman Hardware Company.

EVERY ONE SHOULD GET ON A CASH BASIS

Editor HARDWARE WORLD:

In reference to what we feel would be of assistance to the retailer in meeting the mail order business, lots of the trouble lies with the retailer himself, and quality goods are one of the best offsets, as you well know that the catalogue houses make their leader out of standard lines. How do they secure these lines? If the catalogue houses are kept from securing the standard lines, it would be easier for the retail dealer.

The manufacturer should base his prices to the jobber on a cash basis and the jobber base his prices to the retailer on cash basis.

Let the Dealer Buy on Cash Basis.

If the dealer is not in position to buy his goods that way, let him arrange to secure the money elsewhere and pay for his goods, or else not get his goods. This would enable the manufacturer and jobber to sell goods for less money and would put the retailer in better position to meet the mail order competition.

We are bothered some with mail order competition, but do not think that our lines are hurt as bad as other lines, as a retail hardware dealer renders service that cannot be received from mail order houses.

If the retail merchant receives prices which are low as mail order houses on same line of merchandise, he ought to be able to meet them, as he is on the ground all the time, but they need the support of manufacturers and jobbers in the way of cash buying prices, advertising, etc. We have not been able to meet catalogue prices on woven wire.

A. W. APPELGATE & SON.

HOW THE JOBBER CAN HELP

Editor HARDWARE WORLD:

The best help the jobber can give the retail merchant is:

(1) Don't give him too much credit.
(2) Try and make him pay cash for his goods, as it will put more confidence in himself; he knows he bought his goods for cash and therefore is in position to sell as cheap as anyone.

(3) Have him try to sell better goods than any catalogue house. Don't ever try to sell the same class of goods the catalogue house sells for more money than they do, but try to sell them something better at a higher price.

We think if the jobbers will work more along that line they can help beat the catalogue houses.

The trouble is with the jobbers, they send out the travelers to sell goods, and too often they urge the retailer into buying goods he don't need, or more often than he needs, and when the time comes to pay they have no money; then they begin cutting prices regardless of cost of goods.

Had they paid cash for the goods when bought, they would not have bought so much, therefore would not sell at a loss; instead would sell at a profit or not sell. Yours truly,

PARROTT & SMITH.

CASH WITH ORDER WORKS SATISFACTORILY

What hardware we buy in Portland we buy on a "cash with order" proposition. We find this has worked out very satisfactorily.

Yours very truly, EDWARD C. PEASE COMPANY

HONEYMAN HARDWARE COMPANY.

9

Page 67.

HORSE SHOE NAILS.

| | Trade Credit | Trade Credit |
|---------------------------------------|--------------|--------------|
| | O.W.O. | O.W.O. |
| No. 5 | 22 00 | 20 90 |
| No. 6 | 20 00 | 18 00 |
| No. 7 | 18 25 | 17 35 |
| No. 8 | 17 50 | 16 00 |
| No. 9 | 16 50 | 15 05 |
| No. 10 | 15 75 | 14 95 |
| | Less than | Less than |
| | 25 lbs. | 25 lbs. |
| 1 Brighton. | O.W.O. | O.W.O. |
| No. 5 | 20 50 | 19 50 |
| No. 6 | 19 00 | 18 00 |
| No. 7 | 18 25 | 17 35 |
| No. 8 | 17 50 | 16 50 |
| No. 9 | 17 25 | 16 40 |
| No. 10 | 17 00 | 16 15 |
| | Full | Full |
| | 25 lb. | 25 lb. |
| No. 5 | 18 25 | 17 35 |
| No. 6 | 17 00 | 16 15 |
| No. 7 | 16 25 | 15 45 |
| No. 8 | 15 50 | 14 75 |
| No. 9 | 15 00 | 14 25 |
| No. 10 | 14 50 | 14 25 |
| 1 Brighton 250 lb. lots, 500 cwt. off | | |
| 25 lb. box price. | | |

Page 68.

1 IRON.

| Standard Classification. | O.W.O. | O.W.O. |
|--------------------------|--------|--------|
| Less than carloads. | 5 00 | 5 25 |
| 1 NORWAY IRON. | | |
| National Classification. | | |
| Full Extras | | |
| O.W.O. | 12 00 | 11 65 |
| Less than carloads. | 12 00 | 11 65 |
| 1 MILD STEEL. | | |

be bought locally, and out from here 30 to 40 feet long, and are always charged for at theoretical and not actual weight.

1 HELLER'S ELECTRIC TOOL STEEL.

Octagon, Round, Square and Flat.

| | Trade Credit | Trade Credit |
|---------------------|--------------|--------------|
| | O.W.O. | O.W.O. |
| Full Tool Steel Ex. | 14 00 | 13 50 |

SELF HARDENING STEEL.

Armstrong Bros.

n 3 foot bars for retail.

Squares.

3/16 in. 1 65 1 55

1/4 in. 2 75 2 80

5/16 in. 4 00 4 85

3/8 in. 6 75 6 50

1/2 in. 15 00 14 50

3/4 in. 21 50 20 50

Bevels.

1/2 in. 5 10 4 85

1/4 in. 1 25 1 15

1/8 in. 1 10 1 05

1/16 in. 1 10 1 05

1/32 in. 1 10 1 05

1/64 in. 1 10 1 05

1/128 in. 1 10 1 05

1/256 in. 1 10 1 05

1/512 in. 1 10 1 05

1/1024 in. 1 10 1 05

1/2048 in. 1 10 1 05

1/4096 in. 1 10 1 05

1/8192 in. 1 10 1 05

1/16384 in. 1 10 1 05

1/32768 in. 1 10 1 05

1/65536 in. 1 10 1 05

1/131072 in. 1 10 1 05

Page 72.

1 POLISHED STEEL SQUARES.

Trade Credit

O.W.O.

1/2 in. 12 00

3/4 in. 11 25

1 in. 10 50

1 1/4 in. 10 50

1 1/2 in. 10 50

1 3/4 in. 10 50

2 in. 10 50

2 1/4 in. 10 50

2 1/2 in. 10 50

2 3/4 in. 10 50

3 in. 10 50

3 1/4 in. 10 50

3 1/2 in. 10 50

3 3/4 in. 10 50

4 in. 10 50

4 1/4 in. 10 50

4 1/2 in. 10 50

4 3/4 in. 10 50

5 in. 10 50

5 1/4 in. 10 50

5 1/2 in. 10 50

5 3/4 in. 10 50

6 in. 10 50

6 1/4 in. 10 50

6 1/2 in. 10 50

6 3/4 in. 10 50

7 in. 10 50

7 1/4 in. 10 50

7 1/2 in. 10 50

7 3/4 in. 10 50

SUCH A CATALOG WOULD BENEFIT JOBBER AND DEALER

One of the main reasons why the consumer goes to the mail order house is for some unusual item, which the local dealer does not stock or can not give him some information about, and around this item is later built up quite a substantial order, which once started is hard to stop.

If the jobbers and manufacturers would issue a catalog of such items to be placed in dealers hands, enabling them to quote an approximate price to their trade on most inquiries, it would be of great assistance to the retail merchant in preventing a lot of his business going to the mail order houses. Prevention is better than cure, and it seems to us that the jobbers and manufacturers themselves should realize the wisdom of doing this.

OPHIR HARDWARE CO.,
By Scott Lawton.

A MISSOURI IDEA.

Editor HARDWARE WORLD:

The mail order competition is surely a hard problem. We find that the jobbers and manufacturers usually sell as high to the merchant as the mail order quote prices. This is especially the case now, since goods are getting higher all the time, and mail order houses do not as a rule take the advance as quick as do the jobbers.

Again, we find it hard to get supplies from the jobber at their prices. As a rule on an ordinary hardware invoice for \$75 to \$100 we

get probably 65 to 75 per cent. It seems the mail order houses have the goods, at least they quote the price; whether they deliver or not we cannot say. We do not think the mail order houses are gaining in our territory.

Yours truly,

S. N. SCHELL & SONS TRAD. Co.

WANTS JOBBER CO-OPERATION

Editor HARDWARE WORLD:

The first thing that should be done is for manufacturers not to sell the mail order houses at all. They are too numerous to mention.

Then, again, if the jobber would not change his prices with every change of the moon, whether the price was warranted or not, it would help mightily.

If the jobber really wants to help the retailer and do him a service, he should give the dealer assurance that he, the jobber, will be glad to meet the dealer half way on any mail order house order that he, the dealer, could get.

That, in our estimation, would be service.
Yours truly,

HAMEL HDW. & FURN. Co.

Missouri.

A GOOD IDEA

Editor HARDWARE WORLD:

We rather think that Honeyman Hardware Co. have a good idea which could be further expanded. They seem to be the only concern that are really trying to help and their prices are still high.

RAMSEY HARDWARE Co.

8

HONEYMAN HARDWARE COMPANY

Page 57.

BLUED. CLOUT NAILS.

| Trade Credit | Trade Credit | Trade Credit |
|------------------------|--------------|--------------|
| Lb. | Lb. | Lb. |
| 1/2 in. | 23 | 22 |
| 3/4 in. | 22 | 21 |
| 1 in. to 2 in. | 21 | 20 |
| 25 Lb. Boxes | 21 | 20 |

ESCUTCHEON PINS.

| | | |
|-----------------------|-----------------|-----------------|
| Full Pkg. | Add 20% to List | Add 14% to List |
| Broken Lots | Add 30% to List | Add 23% to List |

SPRING COYERS.

| | | |
|----------------------|-------|-------|
| All sizes | 35-5% | 35-5% |
| Assortment | 40 | 38 |

GLAZIERS' POINTS.

| | |
|--------------|-------------|
| Lb. | Lb. |
| 34 | 32 |

BLIND STAPLES.

| | | |
|-----------------|----|--------|
| 1/2 in. | 27 | 25 1/2 |
| 3/4 in. | 25 | 23 1/2 |

RED SPRING STAPLES.

| | | |
|---------------------|----|----|
| 1/2 in. | 21 | 20 |
| 3/4 in. | 20 | 19 |
| 1 in. | 19 | 18 |
| 1 1/2 in. | 18 | 17 |
| 2 in. | 17 | 16 |
| 2 1/2 in. | 16 | 15 |
| 3 in. | 15 | 14 |
| 3 1/2 in. | 14 | 13 |
| 4 in. | 13 | 12 |
| 4 1/2 in. | 12 | 11 |
| 5 in. | 11 | 10 |
| 5 1/2 in. | 10 | 9 |
| 6 in. | 9 | 8 |
| 6 1/2 in. | 8 | 7 |
| 7 in. | 7 | 6 |
| 7 1/2 in. | 6 | 5 |
| 8 in. | 5 | 4 |
| 8 1/2 in. | 4 | 3 |
| 9 in. | 3 | 2 |
| 9 1/2 in. | 2 | 1 |
| 10 in. | 1 | 0 |
| 10 1/2 in. | 0 | 0 |
| 11 in. | 0 | 0 |
| 11 1/2 in. | 0 | 0 |
| 12 in. | 0 | 0 |
| 12 1/2 in. | 0 | 0 |
| 13 in. | 0 | 0 |
| 13 1/2 in. | 0 | 0 |
| 14 in. | 0 | 0 |
| 14 1/2 in. | 0 | 0 |
| 15 in. | 0 | 0 |
| 15 1/2 in. | 0 | 0 |
| 16 in. | 0 | 0 |
| 16 1/2 in. | 0 | 0 |
| 17 in. | 0 | 0 |
| 17 1/2 in. | 0 | 0 |
| 18 in. | 0 | 0 |
| 18 1/2 in. | 0 | 0 |
| 19 in. | 0 | 0 |
| 19 1/2 in. | 0 | 0 |
| 20 in. | 0 | 0 |
| 20 1/2 in. | 0 | 0 |
| 21 in. | 0 | 0 |
| 21 1/2 in. | 0 | 0 |
| 22 in. | 0 | 0 |
| 22 1/2 in. | 0 | 0 |
| 23 in. | 0 | 0 |
| 23 1/2 in. | 0 | 0 |
| 24 in. | 0 | 0 |
| 24 1/2 in. | 0 | 0 |
| 25 in. | 0 | 0 |
| 25 1/2 in. | 0 | 0 |
| 26 in. | 0 | 0 |
| 26 1/2 in. | 0 | 0 |
| 27 in. | 0 | 0 |
| 27 1/2 in. | 0 | 0 |
| 28 in. | 0 | 0 |
| 28 1/2 in. | 0 | 0 |
| 29 in. | 0 | 0 |
| 29 1/2 in. | 0 | 0 |
| 30 in. | 0 | 0 |
| 30 1/2 in. | 0 | 0 |
| 31 in. | 0 | 0 |
| 31 1/2 in. | 0 | 0 |
| 32 in. | 0 | 0 |
| 32 1/2 in. | 0 | 0 |
| 33 in. | 0 | 0 |
| 33 1/2 in. | 0 | 0 |
| 34 in. | 0 | 0 |
| 34 1/2 in. | 0 | 0 |
| 35 in. | 0 | 0 |
| 35 1/2 in. | 0 | 0 |
| 36 in. | 0 | 0 |
| 36 1/2 in. | 0 | 0 |
| 37 in. | 0 | 0 |
| 37 1/2 in. | 0 | 0 |
| 38 in. | 0 | 0 |
| 38 1/2 in. | 0 | 0 |
| 39 in. | 0 | 0 |
| 39 1/2 in. | 0 | 0 |
| 40 in. | 0 | 0 |
| 40 1/2 in. | 0 | 0 |
| 41 in. | 0 | 0 |
| 41 1/2 in. | 0 | 0 |
| 42 in. | 0 | 0 |
| 42 1/2 in. | 0 | 0 |
| 43 in. | 0 | 0 |
| 43 1/2 in. | 0 | 0 |
| 44 in. | 0 | 0 |
| 44 1/2 in. | 0 | 0 |
| 45 in. | 0 | 0 |
| 45 1/2 in. | 0 | 0 |
| 46 in. | 0 | 0 |
| 46 1/2 in. | 0 | 0 |
| 47 in. | 0 | 0 |
| 47 1/2 in. | 0 | 0 |
| 48 in. | 0 | 0 |
| 48 1/2 in. | 0 | 0 |
| 49 in. | 0 | 0 |
| 49 1/2 in. | 0 | 0 |
| 50 in. | 0 | 0 |
| 50 1/2 in. | 0 | 0 |
| 51 in. | 0 | 0 |
| 51 1/2 in. | 0 | 0 |
| 52 in. | 0 | 0 |
| 52 1/2 in. | 0 | 0 |
| 53 in. | 0 | 0 |
| 53 1/2 in. | 0 | 0 |
| 54 in. | 0 | 0 |
| 54 1/2 in. | 0 | 0 |
| 55 in. | 0 | 0 |
| 55 1/2 in. | 0 | 0 |
| 56 in. | 0 | 0 |
| 56 1/2 in. | 0 | 0 |
| 57 in. | 0 | 0 |
| 57 1/2 in. | 0 | 0 |
| 58 in. | 0 | 0 |
| 58 1/2 in. | 0 | 0 |
| 59 in. | 0 | 0 |
| 59 1/2 in. | 0 | 0 |
| 60 in. | 0 | 0 |
| 60 1/2 in. | 0 | 0 |
| 61 in. | 0 | 0 |
| 61 1/2 in. | 0 | 0 |
| 62 in. | 0 | 0 |
| 62 1/2 in. | 0 | 0 |
| 63 in. | 0 | 0 |
| 63 1/2 in. | 0 | 0 |
| 64 in. | 0 | 0 |
| 64 1/2 in. | 0 | 0 |
| 65 in. | 0 | 0 |
| 65 1/2 in. | 0 | 0 |
| 66 in. | 0 | 0 |
| 66 1/2 in. | 0 | 0 |
| 67 in. | 0 | 0 |
| 67 1/2 in. | 0 | 0 |
| 68 in. | 0 | 0 |
| 68 1/2 in. | 0 | 0 |
| 69 in. | 0 | 0 |
| 69 1/2 in. | 0 | 0 |
| 70 in. | 0 | 0 |
| 70 1/2 in. | 0 | 0 |
| 71 in. | 0 | 0 |
| 71 1/2 in. | 0 | 0 |
| 72 in. | 0 | 0 |
| 72 1/2 in. | 0 | 0 |
| 73 in. | 0 | 0 |
| 73 1/2 in. | 0 | 0 |
| 74 in. | 0 | 0 |
| 74 1/2 in. | 0 | 0 |
| 75 in. | 0 | 0 |
| 75 1/2 in. | 0 | 0 |
| 76 in. | 0 | 0 |
| 76 1/2 in. | 0 | 0 |
| 77 in. | 0 | 0 |
| 77 1/2 in. | 0 | 0 |
| 78 in. | 0 | 0 |
| 78 1/2 in. | 0 | 0 |
| 79 in. | 0 | 0 |
| 79 1/2 in. | 0 | 0 |
| 80 in. | 0 | 0 |
| 80 1/2 in. | 0 | 0 |
| 81 in. | 0 | 0 |
| 81 1/2 in. | 0 | 0 |
| 82 in. | 0 | 0 |
| 82 1/2 in. | 0 | 0 |
| 83 in. | 0 | 0 |
| 83 1/2 in. | 0 | 0 |
| 84 in. | 0 | 0 |
| 84 1/2 in. | 0 | 0 |
| 85 in. | 0 | 0 |
| 85 1/2 in. | 0 | 0 |
| 86 in. | 0 | 0 |
| 86 1/2 in. | 0 | 0 |
| 87 in. | 0 | 0 |
| 87 1/2 in. | 0 | 0 |
| 88 in. | 0 | 0 |
| 88 1/2 in. | 0 | 0 |
| 89 in. | 0 | 0 |
| 89 1/2 in. | 0 | 0 |
| 90 in. | 0 | 0 |
| 90 1/2 in. | 0 | 0 |
| 91 in. | 0 | 0 |
| 91 1/2 in. | 0 | 0 |
| 92 in. | 0 | 0 |
| 92 1/2 in. | 0 | 0 |
| 93 in. | 0 | 0 |
| 93 1/2 in. | 0 | 0 |
| 94 in. | 0 | 0 |
| 94 1/2 in. | 0 | 0 |
| 95 in. | 0 | 0 |
| 95 1/2 in. | 0 | 0 |
| 96 in. | 0 | 0 |
| 96 1/2 in. | 0 | 0 |
| 97 in. | 0 | 0 |
| 97 1/2 in. | 0 | 0 |
| 98 in. | 0 | 0 |
| 98 1/2 in. | 0 | 0 |
| 99 in. | 0 | 0 |
| 99 1/2 in. | 0 | 0 |
| 100 in. | 0 | 0 |
| 100 1/2 in. | 0 | 0 |

JOINT FASTENERS.

| | | |
|----------------|----|------|
| Some | 5% | 5-5% |
|----------------|----|------|

TUBULAR RIVETS.

| | | |
|--------------------|--------|--------|
| Japaned | Carton | Carton |
| 4 1/2 in. | 75 | 71 |
| 6 1/2 in. | 75 | 74 |
| 8 1/2 in. | 92 | 87 |
| 10 1/2 in. | 1 05 | 1 00 |
| 12 1/2 in. | 1 20 | 1 14 |

TIRE RIVETS.

| | Trade Credit Lb. | Trade O.W.O. Lb. |
|-------|------------------------|------------------------|
| ..... | 29 | 24 1/2 |
| ..... | 25 | 23 1/2 |

TRY CATALOGUE HOUSE METHODS

Editor HARDWARE WORLD:

We do not find that the up to date live merchant has any trouble meeting prices made by catalogue houses, on the same class of goods that the catalogue house sells, provided they will follow the same method followed by the catalogue house.

For instance, a man comes in and wants to buy a galvanized iron bucket. Sell him the bucket on the same terms that the catalogue house would sell it at, take his cash, put the cash in the drawer. In two weeks, the time that would be required for him to get the bucket from Chicago, or from some other catalogue house, deliver him the bucket.

You have had the use of his cash—you can therefore afford to sell him the bucket at 5 to 10 per cent less than if you sell him the bucket on time and deliver it immediately. Then advise your customer, when he has paid you the money for the bucket, to immediately write the catalogue house in Chicago, or whatever point he has been accustomed to sending his orders for catalogue goods, that he has a quantity of eggs and butter that he wishes to dispose of and that he would like to have them send him an order for same at once, remitting cash to him for eggs and butter, and paying him within 5 per cent of what he can get at home, they absorbing the transportation charges. Yours very truly, GEO. A. LOWE CO.
J. R. Cooper.

TRYING OUT PLAN AT SMALL PROFIT OVER FACTORY COST

Editor HARDWARE WORLD:

We contend that the retail merchant who buys regularly from the jobber cannot meet catalogue house competition, because he does not buy at as low a figure as the mail order house. There are a number of items which the mail order houses buy as cheap as the jobber. Among them are steel traps, barb wire, fencing and roofing paper. On most other items of the hardware line there is a differential of 10 to 20 per cent over the jobber's cost. With the present high cost of doing business, the jobber cannot afford to handle merchandise at less than 25 or 30 per cent over laid cost.

We have been trying out a plan during the past year with a number of the large retail merchants who are selling hardware at 10 per cent profit over our factory cost f. o. b. factory direct. Of course, it takes a little longer to get the goods, but their savings will more than pay for same.

Our plan this year is to issue factory as well as the out of stock prices to our trade, so that the customer will have the choice of buying from stock or buying from factory. Yours very truly,

MAY HARDWARE CO.
J. H. MacKenzie.

HONEYMAN HARDWARE COMPANY.

17

Page 123.

| HANDLES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------------|-------------------|-------------------|
| Maynard Shovel. | | |
| Long Ash | 2 75 | 2 60 |
| B Ash | 5 60 | 5 30 |

| HANDLES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------------------|-------------------|-------------------|
| Giant's Hoe | 4 35 | 4 40 |
| German Hoe | 4 35 | 4 40 |
| 6/8 Sprouting or Grub | 4 35 | 4 40 |
| Mattcock Hoe | 5 00 | 4 75 |
| Garden Hoe | 2 80 | 2 75 |
| Warrior Hoe | 5 60 | 5 30 |
| Garden Rake | 5 00 | 4 75 |
| Shepherd Crook | 10 25 | 9 75 |

| D TOPS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------|-------------------|-------------------|
| No. 3 | 1 70 | 1 61 |
| No. 4 | 2 25 | 2 25 |

| FERRULES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------|-------------------|-------------------|
| Common | 65 | 62 |
| Strap | 1 40 | 1 33 |

| FARMING TOOL BRACKETS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|------------------------|-------------------|-------------------|
| Rake and Manure Hook | 5 40 | 5 00 |
| Pork | 5 10 | 7 70 |
| Hoe | 5 50 | 5 20 |

Page 124.

| BUSH HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-------------|-------------------|-------------------|
| Opilins. | | |
| Light | 13 00 | 13 05 |
| Medium | 21 00 | 19 95 |
| Extra Heavy | 22 00 | 20 90 |
| Evanoville. | | |
| Medium | 18 50 | 18 65 |
| Extra Heavy | 17 50 | 16 60 |

| HAY FORKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|----------------|-------------------|-------------------|
| No. 35 | 5 40 | 5 33 |
| No. 335 | 10 65 | 10 10 |
| No. 3334 | 10 60 | 10 25 |
| No. 3334 1/2 | 10 70 | 10 15 |
| No. 3335 | 11 10 | 10 55 |
| No. 3334R | 10 90 | 10 35 |
| No. 3334 1/2 R | 11 00 | 10 45 |
| No. 3344 | 11 40 | 10 83 |
| No. 3344 1/2 | 11 40 | 10 83 |
| No. 3345 | 11 80 | 11 20 |
| No. 3344 1/2 | 11 50 | 10 90 |
| 3345 | 11 80 | 11 20 |

MANURE FORKS.

| | Trade Credit Doz. | Trade O.W.O. Doz. |
|--------------|-------------------|-------------------|
| No. 344 1/2 | 11 40 | 10 25 |
| No. 340 | 12 00 | 11 40 |
| No. 344 1/2 | 10 20 | 9 70 |
| No. 340 | 10 30 | 9 80 |
| No. 354 1/2 | 14 15 | 13 45 |
| No. 354 | 14 65 | 13 90 |
| No. 354 1/2 | 11 65 | 11 05 |
| No. 344 1/2 | 16 00 | 15 20 |
| No. 350 | 18 75 | 15 55 |
| No. 3364 1/2 | 19 25 | 12 90 |

| VEGETABLE SCOOP FORKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|------------------------|-------------------|-------------------|
| No. 908 | 18 65 | 15 80 |
| No. 910 | 20 00 | 19 00 |

| SLUICE FORKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------------|-------------------|-------------------|
| No. 815 | 15 25 | 17 35 |
| No. 8110 | 21 15 | 20 10 |

Page 127.

| COKE FORKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-------------|-------------------|-------------------|
| No. K12 | 23 50 | 22 30 |
| No. K14 | 27 50 | 26 10 |

| STONE OR BALLAST FORKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-------------------------|-------------------|-------------------|
| No. B6 | 17 50 | 16 80 |

| GARDEN RAKES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------------|-------------------|-------------------|
| Malleable. | | |
| No. M112 | 5 20 | 4 95 |
| No. M114 | 5 50 | 5 25 |
| Cast Steel. | | |
| No. 110 | 6 90 | 6 55 |
| No. 112 | 7 65 | 7 25 |
| No. 114 | 8 30 | 7 80 |
| No. 116 | 9 00 | 8 55 |

| Bow. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------------|-------------------|-------------------|
| No. 112 | 8 75 | 8 30 |
| No. 128 | 9 50 | 9 00 |
| No. 158 | 10 15 | 9 65 |
| Straight Tines. | Trade Credit Doz. | Trade O.W.O. Doz. |
| No. 12LS | 6 90 | 6 55 |
| No. 14LS | 7 25 | 6 90 |
| No. 16LS | 7 95 | 7 15 |

| STEEL ROAD RAKES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-------------------|-------------------|-------------------|
| No. X16 | 16 00 | 15 20 |

| ASPHALT RAKES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|----------------|-------------------|-------------------|
| No. 1014 | 22 50 | 21 85 |

| LAWN RAKES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-------------|-------------------|-------------------|
| No. 24 | 6 25 | 5 95 |

GRUB HOES.

| | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------|-------------------|-------------------|
| No. 6/8 | 5 70 | 5 40 |

| WARREN HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|--------------|-------------------|-------------------|
| No. 7W | 8 10 | 7 70 |
| No. 7 1/2 W | 8 55 | 8 20 |
| No. 8W | 9 20 | 8 75 |

| NEEDING HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------------|-------------------|-------------------|
| No. A | 9 50 | 6 00 |

Page 130.

| WEEDING HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------------|-------------------|-------------------|
| No. 1 | 3 65 | 3 45 |
| No. 2S | 4 20 | 4 05 |
| No. 04 | 3 70 | 3 50 |
| No. 06 | 4 15 | 3 95 |

| GARDEN MATTOCKS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|------------------|-------------------|-------------------|
| No. D23 | 6 50 | 6 15 |

| OLIVATOR HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|----------------|-------------------|-------------------|
| No. 8B6 | 7 00 | 6 65 |

| OLIVATORS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|--------------|-------------------|-------------------|
| Wallingford. | | |
| No. A04S | 7 00 | 6 65 |
| No. A04S | 10 00 | 9 50 |

| SOUFFLE HOES. | Trade Credit Doz. | Trade O.W.O. Doz. |
|---------------|-------------------|-------------------|
| No. X2S | 8 75 | 8 30 |
| No. RRS | 9 25 | 8 80 |

Page 131.

| TURF EDGERS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|--------------|-------------------|-------------------|
| No. 11 | 8 75 | 8 30 |
| No. 118 | 10 00 | 9 50 |

| DANDELION SPUDS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|------------------|-------------------|-------------------|
| No. DS | 1 95 | 1 35 |

| THISTLE DOCK OUTTERS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------------------|-------------------|-------------------|
| No. 38 | 5 00 | 7 60 |
| No. 39 | 8 75 | 8 30 |

| FLORAL SETS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|--------------|-------------------|-------------------|
| No. 3PF (31) | 14 50 | 13 75 |

| FLORAL SHOVELS. | Trade Credit Doz. | Trade O.W.O. Doz. |
|-----------------|-------------------|-------------------|
| No. 7 | 6 25 | 5 95 |

KEEP POSTED ON WHAT MAIL ORDER HOUSES DO

Editor HARDWARE WORLD:

From our observation, about the only way the retail merchants can successfully compete with mail order houses is to keep posted on what the mail order houses are doing, then carry goods that will meet that competition, in addition to standard manufacturers' lines that are infrequently carried by mail order houses. Recognized lines can be sold when other lines are on hand by which they can be compared, when otherwise sales cannot be effected.

There is a phase of mail order competition that is hard for a retail merchant to meet. The mail order house gets money before the goods are shipped; the retail merchant as a rule, is called upon to supply the goods and wait for his money.

There are many other elements that enter into a sale made by a retail merchant that do not enter into a sale made by a mail order house which are forced upon the retail merchant by the purchaser. Yours very truly,

F. W. HEITMANN CO.
R. F. Bell.

Texas.

CROP FAILURES SOMETIMES A BOON

Editor HARDWARE WORLD:

I do not know of anything very much that a jobber can do to help a retailer to fight the catalogue houses except that they would cheapen the goods to us, which they possibly cannot do. I think that the greatest boost that the mail order houses ever got was when our Government enacted the parcel post law, and I notice that they are going to give them another boost on the 15th inst., when they are going to increase the weight from 20 to 50 pounds all over, and from 50 to 70 pounds in the second and third zones.

I am a staunch supporter of our Government, but I have never been an admirer of the Hon. Burleson, and I have often wondered if he was not connected with some mail order house.

We in this vicinity are not bothered as much with the people sending away for goods, probably, as they are in some other sections, because of the fact that we had a crop failure and the people have not got cash, and we get the business and carry them.

Regarding the hardware dealers handling auto accessories, I do not handle them, but expect to try it when I get into a new building that I am erecting, when I can report. Yours very truly,

G. J. TOMPKINS.

The E. A. Weinel Hardware Co., Columbia, Ill., is building an addition to their store and warehouse.

WHY NOT SELL ON SAME TERMS AS MAIL ORDER HOUSES

Editor HARDWARE WORLD:

We are doing our buying on a Cash with Order basis from Honeyman Hardware Co. If we could only turn the goods to our customers on the same basis, it would be satisfactory, but our greatest trouble is with the credit.

We believe this is due in a great measure to the Mail Order House. This has a considerable hold thru this part of the country and from what we are able to learn, thruout the entire valley. They pay them the cash and get credit from us.

Thanking you for the interest shown in this matter, we remain,

Yours very truly,

CROSS & WHITE.

BOTHERED A LOT BY MAIL ORDER COMPETITION

Editor HARDWARE WORLD:

We are bothered a lot by mail order competition. The manufacturer is in a position to help the retailer by selling through the jobber at a price that would allow the merchant to compete with the mail order house. The jobber could help by buying only from the manufacturer that would sell him cheaper than they do the mail order house who is only a large retailer as everybody knows. The manufacturer would be up against it if he had to depend on the mail order house entirely.

It is rather surprising to us that this matter has not been adjusted before now. With the jobbers' organization as it is today a determined stand by them we believe could help the situation a good deal.

We have not handled automobile accessories as we are interested in the Lander Auto Company, which handles these lines.

Yours truly,

THE LANDER FURNITURE & HARDWARE CO.

JOBBER'S CAN BE A GREAT HELP

Editor HARDWARE WORLD:

In our minds the jobbers can be a great help to the retail merchants to meet mail order or catalogue houses' prices in getting a price set on staple goods such as blacksmiths' supplies, that would compete with the mail order houses and still allow the retail merchants a reasonable margin of profit. Very truly yours,

JOHN RAYMER & Co.

Kind hearts are the gardens,
Kind thoughts are the roots,
Kind words are the flowers,
Kind deeds are the fruits.

—Alice Carey.

MANUFACTURERS AND JOBBERS NOT ALIVE TO THE PERIL

Editor **HARDWARE WORLD**:

We are bothered considerable by mail order competition. Large mail order houses make strenuous efforts to get business from this community, but they are not succeeding to the extent that they did three or four years ago, because we are putting up a fight.

We are handling a general stock of merchandise, as you will see by our letter heads. Four or five years ago the people of this community were firmly convinced that the mail order prices were less than ours. They would frequently, unhesitatingly make an order, without comparing prices, feel satisfied that they got it for less. Today it is different, as far as the grocery line is concerned.

Not only today, but previous to the war times did this condition exist. We keep the Montgomery Ward & Company and Sears, Roebuck & Company grocery catalogs available and in sight of the customers. We also keep their large general catalog in the other departments. When a mail order man comes in we do not treat him with contempt. We take time to compare prices and merchandise in all departments, and we hope to have our trade as satisfied with our prices in all departments in a year or two, as they are at this time in the grocery department. Everybody says now, "We know we can't send away for groceries."

But still occasionally one says, "I can save something in dry goods, clothing, or hardware." We frequently get samples of their merchandise and put it on display. For instance, we have their overalls, underwear, mackinaws, cotton gloves, samples of their gingham, with prices attached, and show our customers these goods with the mail order invoice attached. We must do everything in this open and above board way, because they seem to be somewhat suspicious of the correctness of the statements of the local dealers. We could tell you much more about our efforts and the results of the same, but space will not permit.

Now, the jobber or manufacturer can do much to help the retail merchant meet mail order and catalog house prices. If they do not, and the mail order houses continue to grow as they have in the past few years, and the retail merchant, to a great extent, goes out of business, the wholesaler will be in the same position.

It is our opinion, after a number of years' experience, that the wholesaler, jobber and manufacturer are not rendering the assistance to the retail merchant that they could, or should. While I know many retail merchants are not alive to the situation, in fact, rather do as we used to do; shove the catalog in the fire and ignore the mail order concern, many are neglectful, do not give attention to special orders, if they are out of anything they do not offer

to send and get it, and many other faults. Still, the wholesaler and manufacturer should combine and put on a campaign of education, if possible, to make the retailer realize the position.

If they do not feel like doing this every wholesaler and manufacturer should endeavor to see that the retailer gets practically every article that he offers for sale at a price that he can compete with the mail order house. This can be done, because the mail order houses do not sell on a very close margin. Their cost of doing business is just as great, if not greater, than the average retail merchant, and they have got to get a price.

We have had some special orders, particularly in the hardware line, that the wholesalers have not seen fit to make a price to us that would enable us to fill the order for our customer, even when we were disposed to handle occasional orders at practically no profit, in cases where the mail order house happened to make prices that were leading.

We believe we are having more trouble to meet the mail order prices in the hardware and implement lines than in any other department.

Within the past month we wanted to purchase some articles in the hardware, and our buyer obtained a price from the traveling salesman, opened Montgomery Ward's catalog to make a comparison; the traveling salesman said, "Are you never going to get away from worrying and bothering about the mail order houses? Why don't you go ahead and do business and ignore them?"

Our salesman replied that up until four or five years ago we did that, but the mail order houses continued to increase their business in our community and by following this policy and others, which are necessary, we have cut their business down.

The wholesalers and manufacturers should educate their traveling men to encourage the retailer to study mail order catalogs, prices and methods of their concerns, and encourage them to sell at fair prices. We know some retailers ask too much. What they should do cannot be covered in a letter. It will take the minds of a number of men to cover the situation as to everything that the wholesalers and manufacturers should do.

We have advertised that we meet mail order prices and many people bring in a list of their requirements which they have selected from the mail order catalog. We may not have every item. We frequently clip from the mail order catalog some articles that we want, send it to the hardware wholesaler, ask him to furnish us the goods at a price that we can sell to our customer and not charge him more than the price of the mail order house.

Particularly we have trouble with anvils, blacksmith blowers, and tools, carpenter tools,

Enterprise meat cutters, lard presses, files, shovels, forks, etc.

Manufacturers have got to make a choice between the mail order houses and the retailers, as to which they prefer to sell their merchandise. The day, we hope, will come when a manufacturer who sells to the mail order houses will not get any business from the retailer. We have made it a policy to follow this through to some extent. Either they must do this, or require the mail order concerns to pay the same price as the retailer. If they do this the retailer should be able to run his business so that he can meet their price and make a profit.

I will conclude by stating that if the manufacturers and wholesalers will give considerable thought to what they should do to help the retailer, hundreds of ways will be found. I cannot suggest many, although during our four years of fighting the mail order houses I have had evidence many times that they are not disposed to do what they can. I do not recall the particular instances. In fact, my opinion is that today they are not alive or aware of the peril.

When we stop to think that Sears, Roebuck & Company in 1917 did about \$200,000,000 worth of business it is about time that somebody was waking up. It is estimated that the mail order houses in the United States do a total business of between \$500,000,000 and \$600,000,000. Don't you think it is quite a volume? And five to ten years ago a mail order house that did \$10,000,000 was a wonderfully large institution. Sears, Roebuck & Company in 1916, I understand, did a business of \$141,000,000, so you will get some idea as to the increase. They are almost as large an institution as the Steel Trust. Very truly yours,

CODY TRADING CO.,
J. M. Schwoob, Manager.

When it is time for a middle-aged man to take a vacation he wonders what he will do when he gets there.

Paying a bill is as painful as pulling a tooth, but when you have to pay the bill for the pulling it is rubbing it in.

Leaders are ordinary persons with extraordinary determination.

IN THESE DAYS OF WAR

"And this," said the teacher, "is the rhinoceros. Look carefully at his armored hide."

"I see," said the bad boy of the class. "An' wot's this one?"

"That," answered the teacher, "is a giraffe."

"Gee! He's got a periscope."

WHY RETAILERS NEED HELP.

Editor HARDWARE WORLD:

Too many jobbers and manufacturers try to impress the retailer with the fact that his inability to quote with prices on certain commodities in their catalog is due entirely to his methods of merchandising and his lack of intelligent buying. The writer wishes to state that during 1906-07 he sold merchandise to the largest catalog houses and also to some of the largest jobbers, having represented a manufacturer of certain lines of merchandise. The catalog houses purchased their merchandise at the same prices that the jobbers paid for theirs, with the terms in favor of the catalog houses.

Furthermore, the jobber generally purchased a shipment direct to him in carload lots for distribution to the retail trade in his territory, while the catalog house merely contracted for a minimum amount and as orders were received they were forwarded direct to the factory, the factory shipping the merchandise direct to the customer. The prices quoted in their catalog on some of these items were practically the same prices as quoted by the jobber to the retailer, that is, the variation would not be over five to ten per cent.

With this knowledge at hand, the writer becomes weary reading articles written by certain publicity men of manufacturers' and jobbers' stating that the retail dealer can meet any competition of the catalog house.

We might conclude, for your information, that the Havre Commercial Company is doing an annual business of several hundred thousand dollars and employs seventy-five to one hundred and twenty-five people, so that we believe we are succeeding in our community, regardless of catalog house competition, but we do know that certain communities in the East Central States are having considerable difficulty in combatting the catalog house and are in urgent need of help in an organized manner from the manufacturers and jobbers.

We remain, Sincerely,

HAVRE COMMERCIAL CO.,
W. C. Lange, General Manager.

LONG DRY SPELL

"Jim, dear," said a young wife, "I do wish you'd stop drinking. Every time you go to one of those banquets of yours you get up the next morning pale and silent, you eat nothing, you just gulp down ten or fifteen glasses of water. Do stop drinking, won't you?"

"All great men have been drinking men," said Jim. "Look at Poe, at Charles Lamb; look at Burns; look at——"

"Well, Jim," said the young wife, "you just swear off till you become a great man too, and I'll be satisfied."

JOBBER OVERLOOKS A GREAT OPPORTUNITY TO HELP

Editor **HARDWARE WORLD**:

In my judgment the jobber is overlooking a great opportunity to help the retailer and at the same time help himself, when he fails to have his salesman talk the goods he sells to the clerks who have to sell them at retail.

The average clerk has confidence in the salesman of whom his store buys goods, and if the salesman has any confidence in the goods he is selling for his house he is in a position to pass it along to the clerks with whom he comes in contact.

The worst trouble with the average retailer is that he does not know or have confidence in the goods he is selling.

Take for example a common garden hoe; suppose the salesman says to my clerk, "John, did you ever notice how this hoe is made, two pieces steel welded together, one soft and the other hard, so that it always wear sharp? You bet, there is a hoe you can stand back of; you need never be afraid one of them will come back, and then look at the nice profit you are making for the boss, and you know that is where your wages come from, out of the profits you make for the boss."

I know that John would believe what the salesman said about the hoe, and he would be a better salesman himself for hearing the talk.

Instead the salesman tries to remember the last smutty story he heard in the smoker to tell the clerks, forgetting that he thereby does the store harm when he should rather try to be a help.

**Manufacturers Should Spend More in Newspapers
Rather Than in Big Magazines.**

If the manufacturer would spend some of the money he now spends for full pages in the big magazines for space in the good newspapers of the states in which he sells his goods, he would get more for his money, which would, of course, help the retailer.

I know of only one manufacturer at this time who is doing this, and they are making it pay big. Yours truly,

W. J. DEERING.

Iowa.

YOU CAN'T AFFORD IT

You can't afford to be discourteous. If a man comes into your store, no matter whether to buy or to get information, you must not let him go away empty handed.

If he comes to buy, see that he gets as nearly as possible the exact thing he asks for. If you haven't it and know a nearby dealer who has, you will make a better friend of him by sending him where he can get just what he wants, than by selling him a substitute; unless you are good and sure the substitute is equal or better than the article asked for.

SHOULD SHARE IN EXPENSE AS WELL

Editor **HARDWARE WORLD**:

Put yourself in our place in good, thriving stock and farming country, the county seat of Modoc County, Alturas, about 1500 population; we have a good, up-to-date electric water system, and support one of the best volunteer fire companies of any town of this size.

Don't all of these expenses have to be raised principally by the merchants of Alturas?

Now, if the catalog houses are allowed to send their "Junklogs" into this or any other town to compete with us, don't you think they should be made to bear a part of our running expenses?

We must have a living profit or we can't keep up (if I do say it) one of the cleanest and most up-to-date cities in this grand State.

If they are not doing business through any business house, there should be some way to reach them.

In our case (not as much as other lines) very often they get an article they don't want and expect us to trade them for what they do want. (NIT).

Yours truly,

PIT RIVER HDWE. Co.
Per A. L. Ingraham, Jr.

APPRECIATION WHILE ALIVE ALWAYS ACCEPTABLE

Editor **HARDWARE WORLD**:

Yesterday it rained. This forced the writer to stay under cover, also gave a chance to read some. The **HARDWARE WORLD** came Friday and I just laid it away waiting for a chance to assimilate some of the good that is always found between the covers; the chance came Sunday and I just thought I would tell you, while you were yet alive, that you sure do give full measure of good sound reading, and if a man can read your magazine without getting a great benefit from it, it is because the party knows it already and don't need any help.

Let the good work go on; there are plenty of us left who do need help and inspiration. Yours respectfully,

HARRY H. WOODWARD.

Riverside, Cal.

CLOSING UP FAST

Dr. R. E. Vinson, president of the University of Texas, closed a recent address in Dallas with the story of a boy who had just eaten his first green persimmon. The youngster said to his father: "Papa, did you want to ask me anything?"

"No, son. Why?" the father asked.

"Well, if you do you better ask me quick, 'cause I'm closing up mighty fast."

DON'T ADVERTISE CATALOGUE HOUSES TO YOUR CUSTOMERS

The catalogue and mail order situation does not seem to have made the inroads on retail hardware business during the period covered by the present world war, that it did before that time. At least this competition does not seem to be the paramount interest in the minds of the retail dealer as it formerly was. We hear very little today regarding the competition of mail order houses with the retail merchant.

We noticed recently in the daily press of the wonderful amount of business done by the two leading mail order houses in 1917, and it is astounding that such a vast volume of business could have been secured by them and not have created a great furore among the retail dealers. We believe, however, that this is due more to the fact that the times have been unusually prosperous during the last several years. Merchants have been exceedingly busy, and when one is busy he does not think much of his personal troubles. Yet it must be that the increased volume of mail order house business as published, must certainly have made some inroads on retail business. The retail merchant has been so busy that he has not had time to think of the great competition which formerly was a "fly in his ointment."

It is unquestionably true that the mail order houses have taken a great share of the retail business from the small towns all over the country, and their catalogues occupy an equal place on the parlor table of the rural communities with the family album and the Holy Bible. Prosperity is a great feature in changing conditions, and in this great agricultural section of the country the greatest prosperity ever known has prevailed among the farmers especially, and with their purchase of high power automobiles so generally, has tended to take them away from the humble fireside, which is equivalent to saying that they do not read the Bible nor scan the catalogue as frequently as before.

We have no suggestion to offer for the combating of catalogue and mail order competition, except to state that it is our general belief that dealers have too widely advertised catalogue houses to their customers. The treatment of silent contempt on the part of the retail dealer would be efficacious especially if he watches the prices charged by catalogue houses, and endeavor to meet by his own resale prices the general line of prices. In our own business we have always endeavored to aid our customers in meeting this competition, and we will continue in legitimate cases to enable our customers to meet the prices offered, on the basis of freight equalization.

One opinion that we have always held regarding the troubles of the retailer with catalogue houses, is that the retailer has been content to sit in pessimism on the situation and not do anything that might be termed aggressive toward combating the evident danger to his trade. He forgets that the catalogue house department managers and compilers sit up nights figuring and planning how best to place before the consumer the respective merits and value of the goods they have to offer.

Jobbers Will Help Merchants.

We very frequently glance through a mail order house catalogue, and knowing what our own prices to the retail trade are, we feel certain that in nine cases out of ten their prices can easily be met by the average dealer, and in all cases they can be met by offering to sell the goods on the same terms as the catalogue houses; that is to say, cash with order, and f. o. b. Kansas City or Chicago. Their jobbers have always undertaken to take care of them in this respect.

Another proposition that we believe has helped build the catalogue houses up is the fact that some retailers are asking too excessive profits when they come to mark their goods. They do not use judgment in where to obtain profit and where to sell goods closely. Some dealers have a habit of adding say 40% to their in-

voice costs right straight through, which of course would make them higher in many items than the catalogue houses. A galvanized 12-quart pail or some staple item that every consumer knows the price of, had best be marked at 15% or 20% profit, in order that the price of the article might be an advertisement, rather than put a 40% profit on it, and have it react exactly in the opposite direction.

Our advice therefore to the retail dealer is to secure these catalogues and go directly to the man whom he knows is patronizing the mail order houses, and talk things over with him; show him that he can meet, without freight added, most of the prices that are given in the catalogue, and it will surprise the dealer himself to find out what easy competition it will be, and how readily he can obtain a great deal of business that now goes to foreign parts, to his chagrin, as well as loss of profit.

Yours very truly, THE LEE HARDWARE CO.,
Chas. L. Schwartz, Vice-Pres.

A WYOMING VIEW

Editor HARDWARE WORLD:

Perhaps it would not be well for me to pass too much of an opinion on the mail order end of the game. We are a long ways from that competition; by this we mean that it takes weeks for a party to procure the shipments. We have a large territory, drawing from 150 miles to 50 of the four directions. We do not see over half of our people in person.

There is a lot of mail order business. We make it a rule never to talk any catalog house, and we believe if the jobber said less about what he does in that respect it would be better.

Where we are we are strongly against all restricted prices. We have and are cutting out all lines that have such prices advertised either through magazine columns or marked goods. No doubt the plan is very satisfactory in places and at times. Not so with us, for this reason—we have told our connections that we will discontinue such purchases. They can determine their actions as they see fit.

From our standpoint we look at it that where we are so far from the market that our goods will sell if we are treating the general public to the best of our ability. There are certain ones who patronize the mail order houses regardless of all conditions. Our time is worth too much to argue with such people towards getting a small business in return.

All that we ask the jobber to do is to carry the stock, fill our orders for what we buy and give us service that business demands. It is then up to the dealer to sell the goods. If we have a certain class who want a certain line of goods we purchase them. We have had no trouble in getting the class of goods which we ask for to meet any demands we may have.

Yours truly, DICKSON HDWE. & LBR. CO.,
G. W. Dickson.

BIGGEST VALUE WE KNOW OF.

We hasten to send you remittance covering our subscription for three years. We hurried to send it because it is due, and then too it is so cheap you might change your mind and raise your subscription price, for in these days of high prices, a subscription to the HARDWARE WORLD is the biggest value we know of.

We like the HARDWARE WORLD very much. It not only contains lots of valuable information, but those discussions of methods of displaying, advertising, selling, etc., are worth a lot and also put "pep" into a business.

Wishing you a bully good time and prosperity in editing and managing your journal, we are,
Yours very truly, J. M. ST. CLAIR & SON,
Missouri.

A PLAN TO MAKE CREDIT A LITTLE LESS CHEAP

(Copyright by Elton J. Buckley.)

A few weeks ago a certain jobber sold a large retailer about \$2000 worth of goods. The two had had business relations for several years and the retailer had always been slow, but eventually had always paid. When the jobber booked and shipped the \$2000 order, he had no reason to believe that his customer's financial status was in any way changed from what it had been when he first started to do business with him.

Two weeks after the receipt of the \$2000 worth of goods by the retailer, he went into bankruptcy. It was a very bad failure, and it doesn't seem possible for creditors to get over 10 or 15 per cent. The bankruptcy so closely followed the receipt of these goods by the buyer that if the jobber had properly protected himself, he could have stepped in and seized the entire \$2000 worth, or such part as had not been disposed of. This is under a familiar and highly protective rule of law which is thus stated in a recent case in the United States Court:

If one who at the time is insolvent, or in failing circumstances, obtains goods from another on credit, with no intention of paying for them, or at least with no reasonable expectation of paying for them, and the sale was induced by false and fraudulent representations as to his financial condition, on which the seller relied, or if the sale would not have been made, but for his fraudulent concealment of his financial condition, or of the fact that he did not intend to pay, or reasonably expect to be able to pay for the goods, the seller has the right to rescind the sale and recover his property.

In other words, he doesn't have to give the goods up to the trustee in bankruptcy, or whoever the official may be, and take the pitiful dividend which after many months may be declared, but he can seize his goods and take them back, and thus, in effect, get 100 per cent of his claim.

The trouble is that sellers of merchandise, when it turns out that a customer who owes a bill is bankrupt, are not usually in a position to avail themselves of this remedy. They have not put the customer on record, prior to the purchase, with sufficient definiteness to be able to accuse him of obtaining goods under false pretenses and to be able to seize the goods on that ground.

It can be put down as usually certain that any representations made by a buyer of merchandise, for the purpose of obtaining credit, a few days, or even weeks, before he fails, are untrue, which means that every seller who has sold him goods within that period, can, if he has properly protected the situation, step in and seize his goods and thus save a loss.

What do I mean by properly protecting the situation? Every buyer of merchandise on

credit, whether wholesale or retail, whose purchases are likely to run into a substantial sum, should be compelled at the beginning to sign a written statement of assets and liabilities. That is, of course, very often done, especially in the jobbing business, but the written statement often fails to include really protective items. The strength of a financial statement is usually in the warranties which are set forth in the preamble. Following is an outline of a good preamble to a financial statement:

Paragraph 1—An averment that this is a correct statement of assets and liabilities, made for the purpose of obtaining credit.

Paragraph 2—An averment that certain other conditions, covenants and agreements which appear below, are also made for the purpose of obtaining credit. These are:

a.—That bills will be paid on certain named terms, unless the customer becomes bankrupt, in which case all bills shall become immediately due.

b.—An agreement in case the seller has to collect unpaid bills by legal process or through an attorney, that the buyer shall pay all expenses.

c.—An averment that all of the assets shown on the statement are the property of the customer, and are held by him in his own name, that he has not pledged same or encumbered same or put a chattel mortgage on same. Also an agreement to give the seller five days' notice of any intent to encumber his assets in any way.

d.—An agreement to give the seller immediate notice of any change in his financial status which reduces the net worth shown in the statement.

e.—An admission that the buyer has read and understood everything in the statement.

The buyer who signs this will be tightly bound by it if it is not true. The difficulty is that it may be true at the time it was given, but become untrue by reason of deterioration in the customer's affairs, of which he carelessly or intentionally fails to give his creditor notice. In such case, if the seller has just gone on accepting orders from the buyer in the belief that the financial statement is still true, there having been no new representations made, it is almost impossible to seize the goods, if the customer becomes bankrupt, because he can plead that he made no false representations, or any representations at all, about his finances immediately prior to that particular sale. The thing to do, therefore, is to make the customer reiterate the representation contained in the financial statement every time he gives an order. This is much simpler than it sounds. You need only print the following on your order blanks:

As an inducement to this order, the undersigned expressly reiterates and warrants the representations as to financial status contained in the last financial statement given John Jones & Co. (the seller to whom the order is being given).

If a buyer signs an order with this in it, he is bound by it whether he saw it or not, and if he goes bankrupt while the goods covered by the order are in his possession, the seller can seize them, because he will have made explicit representations about his finances as an inducement to that very order.

There are some cases in which the seller can seize the goods even without false representations made as an inducement to the sale. These are cases where the buyer's financial conditions proved to be so rotten that his silence about it when he bought was in itself a fraud. It is only occasionally however that this is true and it is a great deal better to have the protection I have outlined above.

CHANGES IN WHITMAN & BARNES MFG. CO.'S SALES DEPARTMENT

A. B. Hall, vice president of The Whitman & Barnes Mfg. Co., will have supervision of the company's sales. He has for the past 20 years been connected with the company in various sales and official capacities. His early connections were with the company's Chicago sales office as manager, which position he held until his transfer to the general office at Akron, Ohio.

R. S. Carter, district representative of The Whitman & Barnes Mfg. Co., with headquarters in Pittsburgh, has been promoted to sales manager and will have direction of twist drill and reamer sales from the Akron, O., general office.

H. E. Fisher, formerly with The Pittsburgh Model Engine Co., Pittsburgh, Pa., has become associated with The Whitman & Barnes Mfg. Co., Akron O. He succeeds R. S. Carter as mechanical engineer and will have charge of sales in the Pittsburgh district.

Paul E. Thomas, of Chicago, prominent for years in railroad circles in the traffic department of the Seaboard Air Lines, has become connected with The Whitman & Barnes Mfg. Co., Akron, O. His official position is that of sales manager in charge of the department of wrenches and spring cotters.

"IF I SOLD HARDWARE"

Here are two System suggestions offered under the above quoted heading:

I would offer a way of meeting the increasing cost of foodstuffs. Using as a centerpiece for my show window a card reading, "Put more food in a kitchen chopper and less in the garbage can," I would place at the left a kitchen chopper and at the right a garbage can. I would make groups of the various sizes of choppers featuring the price of each size. I might also use plates of various kinds of vegetables that can be cut up with a chopper and suggest various uses of them, but I would take special pains to keep the vegetables fresh.

I would secure a set of metal stamping dies and would mark the purchaser's initials on every tool I sold. The indelible identification mark would prevent many petty thefts. This favor to my customers would result in winning their good will and should draw me an unduly large proportion of trade.

HOW I KEEP MY BEST MEN STRAINING AT THE LEASH

For a long while we searched for the best way to keep our highest grade employees reaching out after more work, and after the opportunity to do better work. I believe that the plan we use now has met the difficulty to every one's satisfaction, says George B. Logan, president Logan-Gregg Hardware Company, in System.

Our means has been a certificate which we issue to some of our highest grade men—department heads and others in responsible positions. This certificate is issued in denominations of \$100 and upward, just like our capital stock. It has no value, however, except to the owner, as it is not transferable. It entitles the holder to a sum of money equal to the earnings on stock of that value, and runs for one year.

The whole secret of the method's success is that the certificate runs for one year. It is revocable by the board of directors for cause, but we have never yet had good reason to call one in.

When a department shows a good gain for the year the man at the head knows that he will receive his full proportion of the earnings of the company and that he is likely to receive a few certificates more than he had before. If his department has not progressed he may have fewer issued than last year. He is kept on his mettle all the time for he feels that as far as earnings go he is a stockholder. The plan has worked out well for employee and employer.

QUITE ENGLISH, YOU KNOW

Mark Twain and Chauncey M. Depew once went abroad on the same ship. When the ship was a few days out they were both invited to a dinner. Speechmaking time came. Mark Twain had the first chance. He spoke 20 minutes and made a great hit. Then it was Mr. Depew's turn.

"Mr. Toastmaster and Ladies and Gentlemen," said the famous raconteur, as he arose, "before this dinner Mark Twain and myself made an agreement to exchange speeches. He has just delivered my speech, and I thank you for the pleasant manner in which you received it. I regret to say that I lost the notes of his speech and cannot remember anything he was to say."

Then he sat down. There was much laughter. Next day an Englishman who had been in the party came across Mark Twain in the smoking room. "Mr. Clemens," he said, "I consider you were much imposed upon last night. I have always heard that Mr. Depew is a clever man, but really that speech of his you made last night struck me as being the most infernal rot."

YOUR SPARE TIME IS YOURS

By George F. Whitsett.

The working day belongs to your employer, but the odd moments belong to you. Each man wastes during his life enough spare time to make him famous and a leader in some line. It is the spare moments, the odd bits of time between hours and jobs, which, if turned to some useful study or employment, would turn the humblest citizen into a leader among men.

Sir Walter Scott wrote the beginning of his first great work during a few days of enforced idleness caused by a horse kick while he was a quartermaster in one branch of the Scottish Light Cavalry. Other soldiers under the same circumstances were probably swapping stories.

Professor Faraday, one of the fathers of modern science, conducted his first electrical experiments with an old bottle while he was working long hours as a bookbinder.

Dr. Erasmus Darwin, English scientist and poet, wrote most of his works while riding from house to house in the country visiting his patients.

Elihu Burritt, well known American lecturer and philanthropist of the last generation, studied and became proficient in eighteen ancient and modern languages and twenty-two European dialects while earning his living as a blacksmith. By improving his odd moments, Burritt rose from blacksmithing to fame.

Not all men conscious of the value of odd pieces of time lived in the past. I know a chemist who mastered Italian during the time left over from his daily work. So well did he learn the language that he is now the official translator of articles from Italian for two or three scientific magazines.

This same man during one of his summer vacations reviewed the whole field of organic chemistry. During another vacation he started the study of botany and carried it along during odd moments through the year. Although he lives in Chicago an unfavorable place for the study of botany, he persisted in collecting specimens every time he took a walk or went on an outing and he has already discovered several species of reeds and grasses overlooked by the men who have made botany their sole study for years.

Another man of my acquaintance plays a minor instrument in an orchestra. But he took up the study of piano composition during odd moments on the side and progressed so rapidly that he came to the attention of his director and several teachers in Chicago. Before the war started he was preparing, at the suggestion of the teachers and directors, to leave for study in Europe, along the lines of his odd moment developed ability.

You may not be interested in language or science or music, but there is something you

should be interested in during your spare time. Every day there are extra hours and minutes which you could turn to account, developing yourself in some useful line of mental or bodily activity.

The odd moments are what you have left after you finish your regular work. Your work well done is necessary, but whether or not you improve the time you have left over determines how far you will get in the race of life.

The working day belongs to your employer. The odd moments belong to you.

WHY HIS CUSTOMERS COME BACK

"There are two characteristics of human nature through which we build up business for our store" writes an Ohio merchant to System. "The first is that trait in human nature which makes nearly every man like to be called by name and to have his likes and dislikes remembered. The other is that most men shoppers like to rely on what they consider to be expert advice when buying." The merchant goes on to tell the details of his plan as follows:

"The second time a customer comes into our store he is almost sure to be addressed by name; and if he wants something he has bought from us before, it is the salesman's business to know the size he uses and his preference as to style. The service he gets is sincere and whole-hearted. This attitude is not hard to develop in salesmen we find, for we make it worth while for them to carry out our policy.

"Here are the points that we expect our salesmen to keep in mind:

"1. Never force any purchase on a customer. If the proper attitude is taken, the customer can often be led to realize that what we want him to buy is what he should have.

"2. Always make the customer feel that he is buying—not being sold. Good salesman-ship, we believe, does not intrude itself. The sale that 'stays sold' and makes others is made through the buyer's choice, not because the buyer wants to get rid of the salesman.

"3. Treat every customer courteously. Defer to his opinions; change them if you think they are wrong, but do it without antagonizing him. Always say, 'Good morning,' 'Yes, sir,' 'Thank you.' They add to the customer's self-esteem.

"4. Get acquainted. Learn the customer's name and call him by name. Learn his views and hobbies so that he will feel you are interested in him. Don't be obtrusive; get at it naturally.

"It is, of course, impossible for every salesman in a store the size of ours to know every customer. For that reason we encourage them to build up a personal following so that each customer 'belongs' to a certain salesman."

HOW I JUDGE THE QUANTITY AND QUALITY OF WORK

By C. J. Whipple,

General Manager, Hibbard, Spencer, Bartlett & Co.

Our organization is sometimes classed as big; we have about 1200 employees. But it isn't too big for me to be acquainted with nearly every employe in it. I consider that one of the most important parts of my job. And I know pretty well just how every one of those employes is getting along.

Whether or not we admit it, we all judge the value of employes and their work by using someone else as a yardstick. When we pay Williamson \$22 a week, it is usually because we figure his value as between that of Jarvis, who draws \$20, and Sheridan, who gets \$25. I believe that the process is unconscious, in most instances; still, it is the process we use.

Every man in executive work is constantly weighing his employes by this method. And when an employe's work varies in kind the man directly over him can nearly always tell just about what he is worth. We take advantage of this by means of a systematic routine.

When an employe comes into our organization a card with his name and department goes into my tickler file three months ahead. When it comes up my secretary sends it to the department manager or foreman for progress information. The department head's judgment of the man—no matter how difficult it is to separate into standardized parts—is likely to be accurate.

The employe's name then goes into our file and goes out to the departmental executive on January 1 and, in some instances, on July 1. Before it goes out we rubber stamp it with a form on which are listed in a column: ability, accuracy, discipline, education, neatness, promptness, reliability. Across the top are four other columns, blank below, headed: very good, good, medium, and poor. The department head makes seven check marks to give his opinion of the employe's value.

Along entirely different lines is our aim to put the whole organization on piecework rates or bonuses. And I believe that eventually we shall succeed in putting most of our employes on that basis.

I believe that with careful study you can put almost any job on a fair piecework rate. But it takes study. I have collected figures for as long as three years on some jobs before I have felt able to install either a piece rate or a bonus.

My idea, in brief, is that while work may vary widely in kind, there are usually two—perhaps three or four—tendencies which check against each other. By taking them all into consideration and using them as arithmetical factors, a formula is usually obtainable. Per-

haps an example out of our experience will make this clear.

In our packing department one shipment may consist of boxing two teakettles; the next may be filling a case with several hundred items. Again, a dealer may buy a dozen pocket knives which weigh two or three pounds, or he may order two dozen flatirons which weigh 200. It seemed almost impossible to get a fair piece rate here. One man might select—as often as he could—small jobs which require great care; another might specialize on heavy jobs.

After collecting information for a long while, I worked out a bonus method that has increased the pay of our packers an average of 10 or 15 per cent. And it has cut down our packing force a good deal more than that. We do not tell the men the rate we pay, for if we did they could "beat" it; they know, simply, that we keep a record of the work they do, and that if they work hard all week there's likely to be \$2 or \$4 extra in the envelope on Saturday. This is perhaps not the best plan for common practice—men like to know what their bonus is so they can figure it for themselves and try to increase it—but in this instance the conditions were unusual.

Our investigation showed us that if a man packed a large number of boxes, his tonnage usually was low. If, on the other hand, he packed a small number, his tonnage was likely in both. That man, the foreman would usually tell us, was above the average in ability.

Now, we figure each box that a man packs at a given rate. For every ton over a specified tonnage, we credit him with an extra bonus. We figure this on every man every week. If his earnings at this rate fall considerably below his wages, we drop him. If his earnings rise above his wages, we split the difference with him.

That example is, I feel, typical. I believe that if an executive collects information long enough and then takes the various influences into consideration he can work out an arithmetical formula by which he can judge the output of the great majority of workers employed to do irregular jobs.—System.

OPENS SALT LAKE OFFICE

The Geo. F. Eberhard Company have opened a branch office in Salt Lake City, Utah, which is in line with their policy to render best possible service to their clientele through a most efficient sales organization. They are well known manufacturers' representatives and have a most excellent force of salesmen.

Strike while the iron is hot is an old saw; it would be well to make the iron hot instead of waiting for somebody else's hot iron.

HOW—AND WHEN—I COMPLIMENT AN EMPLOYE ON GOOD WORK

By W. A. Curtis,

Vice-President and General Manager, Montgomery Ward and Company.

The condition we have to fight hardest in our efforts to keep men on their toes is the mental slump to which nearly every one is subject. These moments of mental uncertainty are dangerous pitfalls in industrial organization and the constant problem is to avoid them.

This we try to accomplish by keeping all our men mentally alert all the time. If one man begins to doubt his possibility of growth advancement and development in the organization a little ulcer has been formed which interferes greatly with the general spirit of the whole concern. One of the very best ways in the world to maintain this alertness I have found, is to let men understand that I am interested in what they are doing; that I am awake to results accomplished and am willing to reward them for valuable and faithful service.

One of the greatest discouragements a good man can get is the feeling that something really worth while which he has done has passed unnoticed by his chief, or has been treated as trivial. We try, therefore, to avoid making that mistake.

"A kind word at the right time is often worth more than gold," strikes me as a mighty good working motto. It is recognition of merit

—of results accomplished—that keeps men on their toes. It inspires in the good employe the desire to get ahead.

I remember one time when I set one of our department heads at a task which involved conscientious investigation and lots of hard work. On the date the report was due he came to my office with his written report. Before handing it to me he said, in effect, "I've gone over this from every angle, and I know conditions accurately. I recommend that we do so-and-so."

I knew that man was reliable, and I knew that his recommendation was sound. "All right," I said. "We'll do that. And send your report to the files, will you? I'm satisfied by what you've told me that you're absolutely right."

It was several months later that the first mention of that happening came to me from someone else. Then another department head told me that the other man had carried it to him. "That surely makes me feel the chief is on the square," he had said. "I'll certainly do my best for a man like that." And his work had shown it, too, over the whole period.

A grave danger, however, comes in complimenting a man too much, or to an extent that justifies him in believing you should pay him more than he is worth. Words are poor, indeed, if they do not result in material recognition. The best form of material recognition is increasing the man's salary check.—System.



A. C. RULOFFSON, Pres't

BRIER HILL STEEL CO.

OF CALIFORNIA



J. S. BISHOP, Sec'y

STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES

WE WILL DO THE REST

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

CO-OPERATION WITH MERCHANTS TO SOLVE DISTRIBUTION PROBLEMS.

Nearly every manufacturer is more or less concerned over the question of distribution. Some lines of goods are sold almost exclusively through local dealers.

Except in war times the largest consumers of explosives are the mines, quarries and contractors. They buy in car load lots, ordered direct from the manufacturer, in most cases, and shipped direct from the mill to the operation. Local dealers figure in this trade very little.

But a great quantity of explosives are sold in small lots for a variety of miscellaneous uses, such as stumps and boulder blasting, ditching, tree planting, pole and post hole blasting, road work, etc. The majority of such sales are made through local dealers. One year recently the Du Pont Company sold over seventeen million pounds of dynamite to what they classify as agricultural trade. Probably four-fifths of it went through local dealers.

Getting dealers to handle explosives is a very difficult matter. In fact, it is probably true that no manufacturer of any other product has as hard a task in obtaining distribution, for small lot trade as the powder maker.

There are many good reasons why this should be so. Interstate Commerce regulations, State laws and local ordinances make the handling of explosives decidedly bothersome for the dealer. If he carries them in stock he must have, in most states, a magazine located in some out-of-the-way place in the country. It must be certain distances from any public road, railroad, inhabited building, etc. This necessitates a long trip into the country every time an order is filled from stock.

Then again store-keepers are afraid of explosives. Also they deteriorate if kept in stock much over a year, especially if not stored under proper conditions.

For these reasons the majority of dealers will not stock dynamite. They merely accept orders from their customers which are forwarded either to a jobber or direct to the manufacturer. The dealers do not actually handle the goods at all. They are shipped direct to the consumer who hauls them from the railroad freight station himself.

The field for the sale of explosives for agricultural and miscellaneous uses is an immense one. Few people, not actually in the business, have any idea of it.

The development of this trade is progressing very slowly. The reason is that comparatively few dealers are prepared to push their explosive trade. It is almost impossible to get a dealer to push explosives sales without giving a field demonstration to show him how to use the goods safely and effectively; also to convince him that the handling of dynamite is not nearly as dangerous as he had previously supposed it

to be. Of course, as many as possible of the dealer's customers are also invited to witness the demonstration as the object is as much to start a trade for him as to get his own business. In fact, few dealers will order dynamite for stock until they have orders in hand to absorb most of the order.

Few dealers before witnessing a good field demonstration are competent to give prospective customers the slightest assistance or advice concerning their blasting problems. The Agricultural Division of the Du Pont Company says: "Our extensive advertising brings in many inquiries, which we refer to local dealers to give them an opportunity to solicit the trade. In a considerable proportion of such cases the prospect expects the dealers to whom we send him to be able to show him how to do the work he has in mind. Not one dealer in ten is able to do this. Thus much prospective trade that our advertising stirs up is never actually converted into an order because of the dealer's inability to help the customer make a start in the right direction. Besides, most would-be users of dynamite are afraid of it and will not use it themselves until after being assured that it is safe by seeing somebody else using it.

"The inquiries we receive from our advertising in agricultural papers gives us an almost 100% check on the value to us of the advertising mediums we use, because hardly a farmer will go to a dealer, buy some dynamite and attempt to use it without first writing for our instruction book; the average dealer cannot show him.

"The comparatively few dealers that have taken the trouble to learn how to use dynamite, in a practical way, are doing a fine business in our line. Quite a number of them buy in carloads, for dynamite is not a difficult commodity to sell to farmers when the dealer is able to demonstrate its proper use to new customers. On the contrary it is very difficult to sell when the dealer cannot do that.

"The problem of the powder-makers in respect to building up their small lot trade lies in the education of their distributors; that and getting the dealers initially interested."

Dynamite is handled principally by the hardware trade. The Du Pont Company intends trying an entirely new style of copy in some of the hardware trade papers this winter, the object being to largely increase their dealer representation. It will be an educational copy. The opening shot will be a two-page spread designed to tell hardware dealers why it will be to their advantage to sell dynamite and what the Du Pont Company does to assist dealers to build up and increase their trade.

The Company also proposes shortly to increase its crops of demonstrators, the more rapidly to educate dealers and their prospective customers in the miscellaneous uses of dynamite.

PURCHASES DUCOMMUN HARDWARE STOCK

H. Roth & Sons, San Francisco, have purchased the builders and shelf hardware stock of the jobbing house of Ducommun Hardware Co., Los Angeles.

H. Roth & Sons are preparing to move into a new building in San Francisco, Mr. Roth being at present calling on the various manufacturers throughout the East. They are planning to materially add to their facilities and increase their stock, doing a general jobbing business in hardware, house furnishing and kindred lines.

Godfrey Reuger, a well known hardware man, formerly connected with the Pacific Hardware & Steel Co., and Dunham, Carrigan & Hayden, is in charge of their sales.

JOHNNY KNEW

"Johnny," said the Sunday school teacher at the annual picnic, "do you know what to eat and what to drink and what to avoid?"

"Sure I know," said Johnny. "Eat all you can, drink all you can, and avoid bursting."

TWINE PRICES

In conforming with the ruling of the U. S. Food Administration, the International Harvester Company of America has authorized its branch houses to quote the following prices on binder twine in lots of less than 10,000:

| | |
|--------------------------------|--------------|
| Sisal or Standard..... | 23¼c per lb. |
| Standard Manila (550 ft.)..... | 25c per lb. |
| Manila (600 ft.)..... | 26¼c per lb. |
| Super Manila (650 ft.)..... | 27¼c per lb. |
| Pure Manila (650 ft.)..... | 29¼c per lb. |

with the usual allowance of ¼c per pound on 10,000-pound lots, and ¼c per pound on 20,000 pounds or car-load lots.

The above prices are based on deliveries f. o. b. Chicago, Ill., Auburn, N. Y., or St. Paul, Minn., at which points the Harvester Company operates twine mills. For the Pacific Coast territories, delivery will be f. o. b. Portland.

A. W. Hinz, manager of the M. & B. Building Material Co., at Pittsburg, Cal., who handle a full and complete line of paints and building material, are adding to their stock.

Mr. Hinz until recently was local manager of the Contra Costa Gas Company. He is an experienced man in hardware, and reports a most excellent outlook.

L. C. Thompson Co., Jerome, Idaho, has succeeded the Daley Trounson Co.

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO.

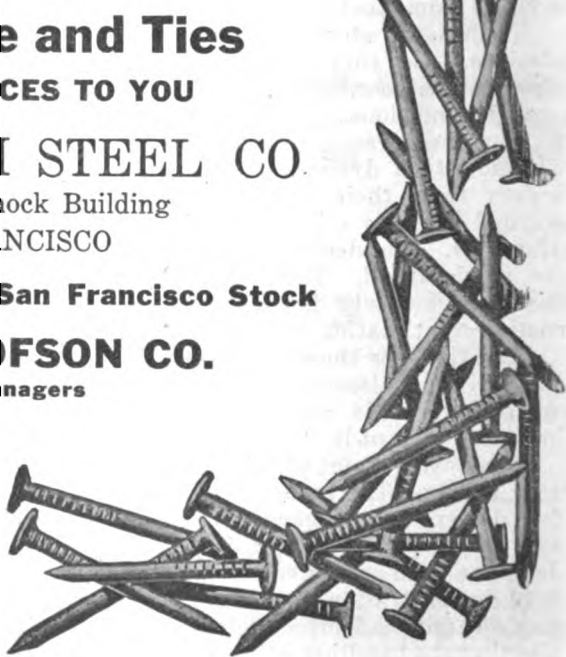
359-365 Monadnock Building

SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



THE PASSING OF A GREAT MAN

Mr. Henry H. Hodell

The death of Mr. Henry H. Hodell, president of the Cleveland Galvanizing Works Company (manufacturers of weldless wire chain), and the Van Dorn & Dutton Company (one of the most modern gear plants in the country),



and a director of several other large, successful institutions — such as the Van Dorn Electric Tool Company and the Equity Savings and Loan Company of Cleveland, Ohio—closes a remarkable and most interesting life.

Born 68 years ago in Alsace, France, he came to Cleveland with his parents when but four years of age.

Possessing a marked amount of ambition, determination and steadfastness of purpose, he began his first steps of an active career, which

gradually broadened until at one time he was actively associated with twenty of the leading industries and banks of his home city.

His success was never marred by a single failure and was achieved without sacrifice of a single ideal. Sincerity, charity and kindness characterized all of his dealings with his fellow men throughout life.

In later years he devoted much of his time to extensive travel abroad and gradually gave up his active participation in affairs, remaining active only in those companies of which he had been one of the founders.

He was a 32d degree Mason and a member of many Cleveland clubs.

He leaves a widow, two sons, Frederick G. and Howard H. Hodell, who were associated with their father in many of his enterprises; and also a brother, J. F. Hodell of Chicago, and a sister, Barbara Hodell Schneider of Cleveland, Ohio.

MURPHY'S DILEMMA

They met on the highroad and shook hands.

"Shure, Pat," said Murphy, "bettin's a shockin' bad habit."

"Shure, Murphy," said Pat. "But why?"

"Ye know Costigan?"

"Troth I do."

"Well," said Murphy, "he bet me a sixpence to a shilling that I couldn't swallow an egg without breakin' the shell of it."

"And did ye lose the bet?" asked Pat.

"No, Pat, I won it," replied Murphy.

"Then phwat's ailin' ye?"

"Shure, it's the egg that's ailin' me," groaned Murphy. "If I jump about I'll break it and cut me stomach wid the shell, an' if I kape quiet it'll hatch an' I'll have a Shanghai rooster scratchin' me insides!"



The Orchard Ladder of Quality must bear the name "North-west." Thousands are sold on their merits. Ask your dealer to let you see our ladder.

If your dealer does not carry our Ladder and Pruner in stock, write us direct for prices. We also manufacture Step Ladders, etc. Get our prices on Lawn Fence and Gates. Will save you time and money.

Information on Our Products Gladly Given on Request

A Pruner which does the work twice as fast as any other make, and costs no more. Why not use the best?

It's the Bastian



N. W. FENCE & SUPPLY CO., Portland, Ore.



TIRES AND ACCESSORIES PROFITABLE TO HANDLE

Editor **HARDWARE WORLD**:

In reference to handling auto tires, we have handled tires for the last five years and have proven a very good line. Our experience has proven to us to buy the best tire on the market; that is, what we think to be the best, and build your trade on quality. We have been selling a good make of tires a little higher priced than others, but the matter of price is soon forgotten when it comes to mileage.

Our tire trade has increased every year beyond our expectation and we count a good deal of this to the mileage of tires, while other dealers we have talked to about the tire business have had a cheap tire and had a lot of trouble on adjustments, etc., were discouraged on the tire business.

In reference to the accessories, we have been handling a full line of accessories ever since we have been handling tires, and they have proven a very good line. We handle practically everything that is used in our territory for cars, parts, etc., and this line of goods has not only proven very profitable, but brings buyers for other lines to your place. The same with gasoline and oils; they bring buyers and put you in closer touch with auto drivers, their cars, and you learn the needs whether a carburetor or tire, or whatever it is; besides, oils are something every car driver needs and will buy.

To take it as a whole, we consider the auto supply business a very good line for a hardware dealer to handle, and it rightly belongs to the hardware business, and can be easily handled by them, and the retailer who gives this proper study and due consideration will make a success of the accessory line, including tires, etc.

If the above information is of any assistance to you, you are welcome to same, and if we can be of any further assistance to you, we are glad to serve you. Respectfully,

A. W. APPLGATE & SON.

Illinois.

GETTING BUSINESS FROM OWNERS OF CERTAIN CARS

Advertise that you want every owner of a Ford car in your section to come to the store and register his license number. Make it a condition that the owner of the car shall come in person. Announce that all the numbers will be put into a box and that on a certain day a number will be drawn out and a tire or some other prize awarded to the winner. Automobile drivers will go a good way to get a tire free.

Announce that every motorist having his license number registered and coming with his car to the store on the afternoon when the drawing takes place will be given a gallon of gasoline free. This latter offer is pretty generous and it may be more than you want to do, but it will make the event a big thing and bring a lot of people with their cars, probably blocking traffic and getting you some good free advertising.

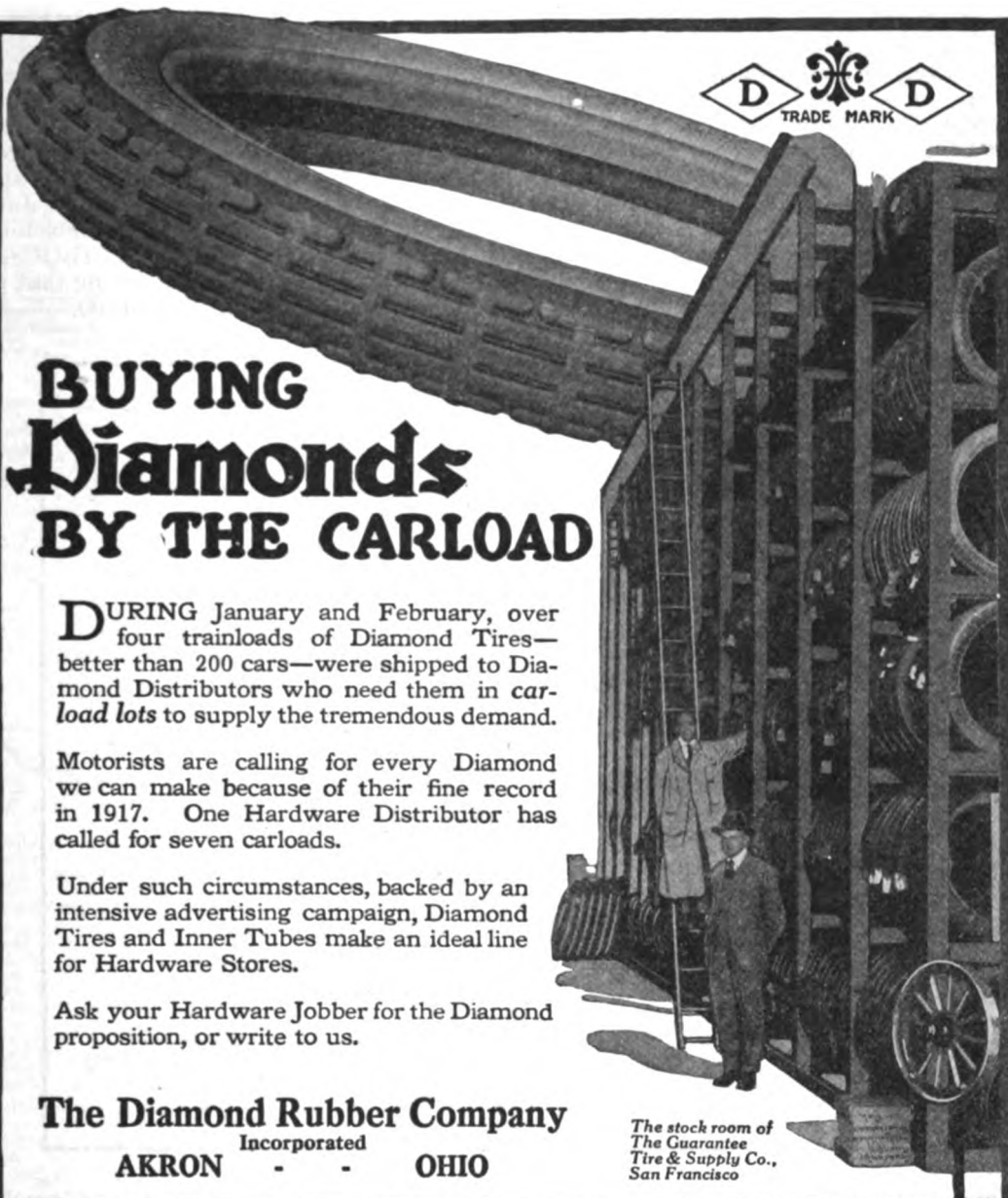
Naturally each motorist will buy some gasoline and perhaps other things. In any event it will make every one of them familiar with you and your store. If you are carrying automobile accessories, this will enable you to get that fact before the user.

If the Ford owners take to the plan, it may be worth while to give the other fellows a chance and hold another drawing open only to other cars than Fords.

SPONGES FOR AUTOS IN DEMAND

Automobile owners are awakening to the fact that good sponges are necessary adjuncts to cleaning the painted surfaces of their machines and that a good chamois skin is the best thing to rub the car with. Experts say that a few minutes' time given to wiping off the car each day will keep it from having to be washed too frequently and make it look like new.

Many merchants are selling these lines with other accessories.



**BUYING
Diamonds
BY THE CARLOAD**

DURING January and February, over four trainloads of Diamond Tires—better than 200 cars—were shipped to Diamond Distributors who need them in *car-load lots* to supply the tremendous demand.

Motorists are calling for every Diamond we can make because of their fine record in 1917. One Hardware Distributor has called for seven carloads.

Under such circumstances, backed by an intensive advertising campaign, Diamond Tires and Inner Tubes make an ideal line for Hardware Stores.

Ask your Hardware Jobber for the Diamond proposition, or write to us.

The Diamond Rubber Company
Incorporated
AKRON - - OHIO

*The stock room of
The Guarantee
Tire & Supply Co.,
San Francisco*

Diamond
SQUEEGEE TREAD TIRES

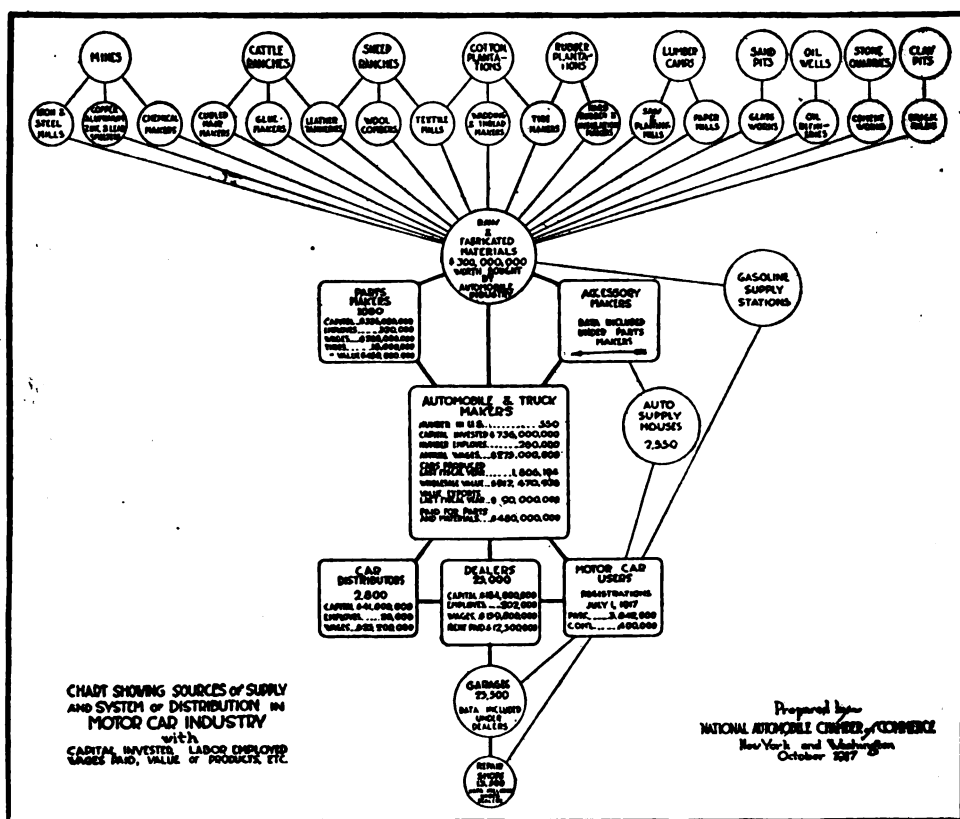
FAR-REACHING INFLUENCES OF THE AUTOMOBILE INDUSTRY

How closely the automobile industry is related to many other industries of the country and how many associated businesses are directly dependent upon the manufacture and sale of motor cars, is shown by the accompanying chart prepared by the National Automobile Chamber of Commerce.

Raw materials produced by the industries shown in the top row of circles are drawn upon by the trades shown in the second row for the production of fabricated and partly manufactured materials used by makers of automobiles, automobile parts and accessories. The consump-

sory makers and also directly from the manufacturers of many raw and partly fabricated materials. In the twelve months ended last June they paid \$480,000,000 for parts and materials.

There are 550 manufacturers of passenger and commercial cars, with factories located in 32 states of the Union. They have an invested capital of \$736,000,000, employ 280,000 workers and pay \$275,000,000 annually in wages and salaries. During the fiscal year ended June 30, 1917, they produced 1,806,194 motor vehicles of a gross wholesale value of \$917,470,938. Exports of motor vehicles alone during that period amounted to more than \$90,000,000.



tion of such materials by the industry amounts to \$300,000,000 worth yearly.

There are 1,080 parts and accessory makers, having an invested capital of \$336,000,000. They employ 320,000 workers and pay \$228,000,000 in wages annually. Tire makers alone produced 18,000,000 tires during the fiscal year ended June 30, 1917, valued at \$450,000,000. Nearly half of these were bought by car manufacturers to equip new cars produced during the year.

The automobile and truck manufacturers are the hub of the industry and are located in the central square. They draw the parts and materials that enter into the construction of complete motor vehicles from the parts and acces-

Manufactured automobiles and trucks are sold by the factories to distributors and dealers and direct to users. Subdealers buy from distributors or wholesalers and most of the users buy from dealers and subdealers. There are 2,800 distributors with \$41,000,000 invested capital and 28,000 employees, to whom \$25,200,000 is paid in wages annually.

Retail dealers scattered throughout every city and village in America number 25,000. Their invested capital amounts to \$184,000,000 and they employ 202,000 salesmen, repairmen and other help, to whom \$159,000,000 is paid yearly.

Most of the garages and repair shops are

Get behind this big National Movement

An open letter to the trade

The new Brake Inspection Movement is of such importance to motorists in general, and to the trade in particular, that we wish to add to it our endorsement and to ask your assistance in furthering it.

Object of the movement

The object of the movement is to decrease the number of preventable accidents due to imperfectly adjusted or defective brakes.

An official of the Motor Truck Club of America says that 60 per cent of the accidents caused by brake troubles could be avoided.

One reason for these accidents is that the brake bands are located out of sight and any deficiencies are consequently liable to pass unnoticed until they have developed into serious troubles.

The plan of the "Brake Inspection Movement" is to prevail on every motorist to have his dealer inspect his brakes before the touring season opens. It is called to his attention that the brake-rods can usually be turned up two or three times before new brake lining is needed. A simple adjustment of the equalizers will frequently make the brakes safe instead of dangerous.

Less important evils have been corrected

Glaring headlights have been forbidden by legislation in many states. It needs no argument to prove that defective brakes are even more of a danger. It will probably be but a short time when motorists will be compelled by law to have their brakes inspected at regular, stated intervals.

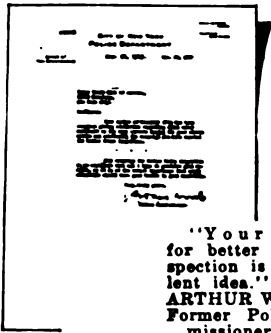
Aside from the broad civic interest which you will have in this movement it will also command your support for business reasons.

Where motorists are being urged so strongly to have their brakes inspected it is evident that this must result in increased brake lining business.

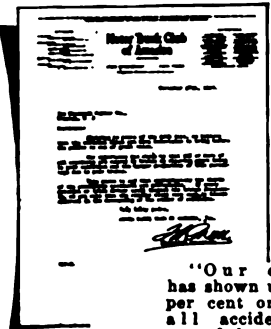
In closing, allow me to urge most strongly that you give this movement your active assistance, as well as your endorsement. Sincerely yours,

H. G. Blanchard
(General Sales Manager)

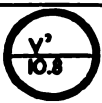
THERMOID RUBBER COMPANY
Trenton, N. J.



"Your campaign for better brake inspection is an excellent idea."
ARTHUR WOODS,
Former Police Commissioner, New York City.



"Our experience has shown us that 60 per cent or more of all accidents are caused by brakes or steering gears being in poor condition."
T. D. PRATT,
Motor Truck Club of America.



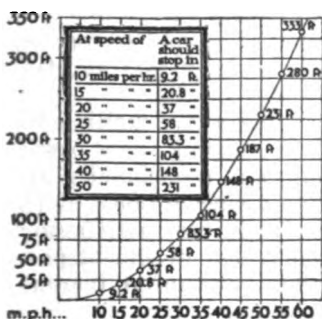
Will your car do this?

Automobile engineers have proven that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V² means the square of the velocity or speed of your car. 10.8 is the proven factor of retardation under average road conditions. This factor decreases on smooth, slippery roads to 6.7 and increases as high as 17.4 on rough, worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid Brake Inspection Chart



Thermoid Rubber Co., 1918

owned and operated by dealers and distributors and the statistics for them are included under dealers, although there are many independent garages and repair shops that are not connected with car agencies.

On July 1, 1917, there were 4,242,800 registered automobile owners in the United States. About 400,000 of the registered vehicles were commercial cars. After purchasing their cars from the dealers or from manufacturers direct, these owners store their cars in public garages, have repairs made in the repair shops, buy tires, supplemental equipment, automobile clothing, etc., from the 2,550 supply houses, which draw their stocks from the accessory makers, and purchase large quantities of gasoline from innumerable gasoline stations, which in turn secure gasoline direct from the oil companies.

It will be seen from this chart what an interdependent business the automobile industry is, how it helps support dozens of other important industries, that it is the sole dependence of 27,800 distributors and dealers, and provides a livelihood for nearly 1,000,000 employees with their families.

ACCESSORY LINE READY SELLER

J. H. Haney & Co. of Hastings, Neb., are having much success with their line of Rose auto accessories. Their Rose tire pump, grease gun, fan belts and other accessories are proving especially popular with auto owners, of course, which means with dealers and jobbers. They expect during 1918 to sell three-fourths of the jobbers of America, and anticipate their sales will be 1000 per cent more than in 1917.

They are making a special point of prompt shipments, and their co-operation makes the lines a desirable one.

They will be glad to give full information to any of our readers upon request.

HOW THE INDIAN GOT HIS RECEIPT

When Francis E. Leupp was Indian commissioner, a Choctaw brave paid him a debt of fifty dollars for professional services. Mr. Leupp thanked him for the money, but the Indian stood with arms folded, evidently waiting for something else. The commissioner, therefore, asked the redman what he wanted and received the reply:

"Waiting for receipt."

"What do you want a receipt for?" asked Mr. Leupp. "Are you afraid that I will ask you for this money a second time?"

The Indian shrugged his shoulders and said:

"When I go meet the great Father Saint Peter he will want me to show receipt for fifty dollars which I paid you before I can enter heaven. I want to show receipt when I come to the gate; I don't want hunt all over hell to find you."

The Indian was given his receipt.

HUNKA TIN

(From the American Field Service Bulletin.)

You may talk about your voitures
When you're sitting 'round the quarters
But when it comes to getting blesses in,
Take a little tip from me,
Let those heavy motors be,
Pin your faith to Henry F.'s old Hunka Tin.
Give her essence and l'eau,
Crank 'er up and let 'er go,
You back firin' spark plug foul'in' Hunka Tin.

The paint is not so good,
And no doubt you'll find the hood
Will rattle like a boiler shop en route;
The cooler's sure to boil,
And perhaps she's leakin' oil,
Then oftentimes the horn declines to toot,
But when the night is black,
And there's blesses to take back,
And they hardly give you time to take a
smoke,
It's mighty good to feel,
When you're sitting at the wheel,
She'll be running when the bigger cars are
broke.

After all the wars are past,
And we're taken home at last,
To our reward of which the preacher sings:
When these ukulele sharps
Will be strumming golden harps,
And the aviators all have reg'lar wings,
When the kaiser is in hell,
With the furnace drawing well,
Paying for his million different kinds of sin—
If they're running short of coal,
Show me how to reach the hole,
And I'll cast a few loads down with Hunka
Tin.

Yes, Tin, Tin, Tin,
You exasperatin' puzzle, Hunka Tin—
I've abused you and I've flayed you,
But, by Henry Ford, who made you.
You are better than a Packard, Hunka Tin.

ACCESSORIES SPLENDID ADDITION

Editor HARDWARE WORLD:

We have had four years' experience in handling automobile tires, tubes and accessories and are very much pleased with this addition to our business.

We find that by keeping a live mailing list of all the car owners and keeping them posted on new goods coming in, and occasionally giving them a letter making a special boost of the tire we handle, that we obtain very satisfactory results, and that our business in this department is enjoying a nice, substantial increase each year. Very truly yours,

ADKINS HARDWARE CO.
Wilbur Adkins, Manager.



GILLETTE Safety Tires

A Co-operative Selling Plan that Puts Our Whole Organ- ization Behind Every Dealer

The Gillette Distributing Plan is, in its way, as remarkable as the Gillette Tire itself.

Every Gillette Dealer is practically a member of our organization. His business, the trade he builds, is of course his own—and will remain his no matter how big or prosperous it becomes. But his selling problems are ours. We are all interested in the correct solution of those problems—for the smallest as well as the largest of our Dealers.

The Gillette Contract is short, simple, easily understood. It confers upon the Dealer certain advantages which are plainly printed and thoroughly explained.

While the Gillette Dealer has for sale a Quality Tire, with an unbroken record of extraordinary performances, he has also the assurance of splendid profits, and an increasing business that will always belong to him! We will never establish branch offices to compete with him. He is our branch office. We are all growing together, parts of the same organization, equally valuable, one to another.

This extraordinary tire and unusual distributing plan has attracted a grade of Dealers such as we wish to have—ambitious, far-seeing men, who recognize this great opportunity and possess the ability to make the most of it.

The Gillette Rubber Company

GENERAL SALES OFFICE
1834 Broadway, New York

CHICAGO OFFICE
122 MICHIGAN AVENUE

FACTORIES
BAU CLAIRE, WIS.

Typifies Energetic American Spirit

E. C. McGraw, an Untiring Tire Man, Who Refuses to Retire

ONE of the most interesting characters in all of the romance that surrounds the automobile industry is E. C. McGraw, the president of the McGraw Tire & Rubber Company.

At a time of life when many men are satisfied to settle down with a comfortable little fortune, E. C. McGraw began to manufacture tires, and sunk most of his money and all of his credit into his business before he began to reap success for his efforts.

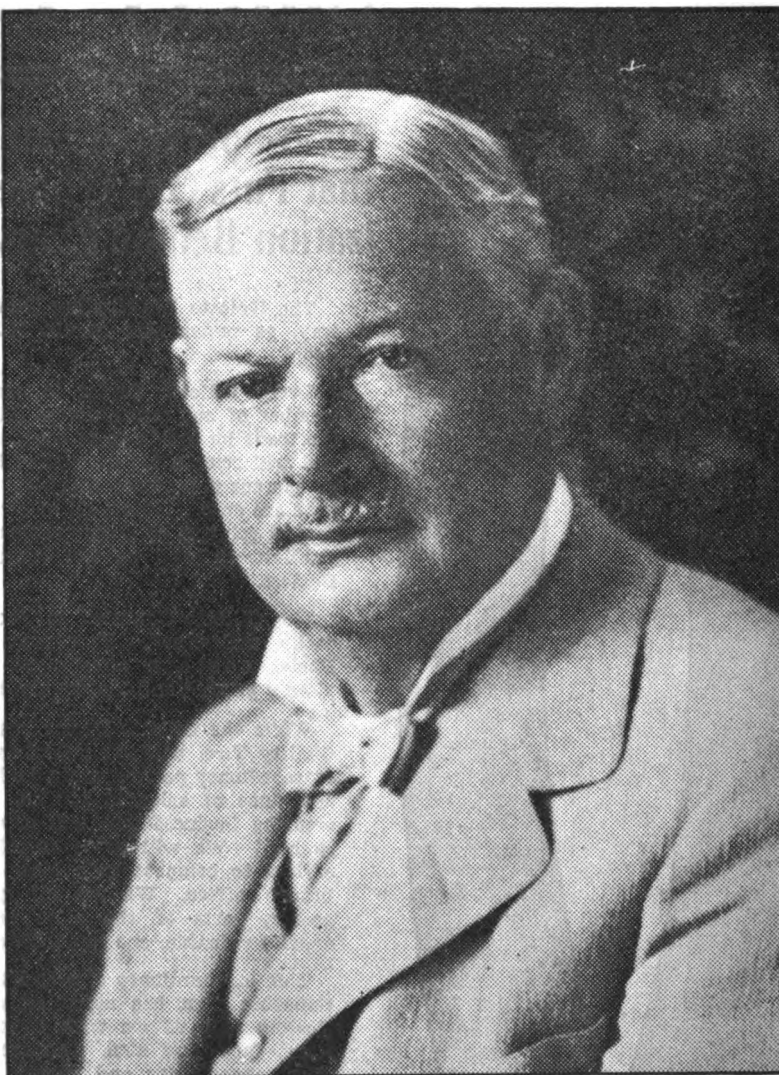
Mr. McGraw comes of old Pennsylvania stock, and as a young man was associated with his father, who was the pioneer refiner of coal tar products west of the Alleghenies, and who made and manufactured the first prepared roofing known to the settlers of the Middle West.

After a while, as the business of the elder McGraw grew in volume, E. C. McGraw and his brothers established the firm of J. A. McGraw Brothers—Contractors, and went in heavily for the manufacture of brick. Then seeing a good business opportunity, E. C. McGraw opened what was then, a very modern hotel, and began to settle down to enjoy a well earned rest.

Great oaks from little acorns grow. A son, R. W. McGraw, was growing up, at a time when the automobile business was also beginning to expand, and in 1907, R. W. McGraw was established in the tire business, selling automobile tires in Pittsburgh.

His own success and the establishment of his son in business did not appeal to this descendant of the pioneers, who could not help looking for new adventures. He decided that

if his son could sell other people's tires, he might as well sell his own. So in 1909, the first building of the present McGraw Tire & Rubber Company was erected in East Palestine, Ohio.



The original factory contained one vulcanizer, two mills, one washer, one calendar, and had a maximum output of forty-eight tires per day. Everything went all right. Everything did not go all right. Automobile tires are noted for the troubles that they bring with them, and especially in those days when cars were overloaded

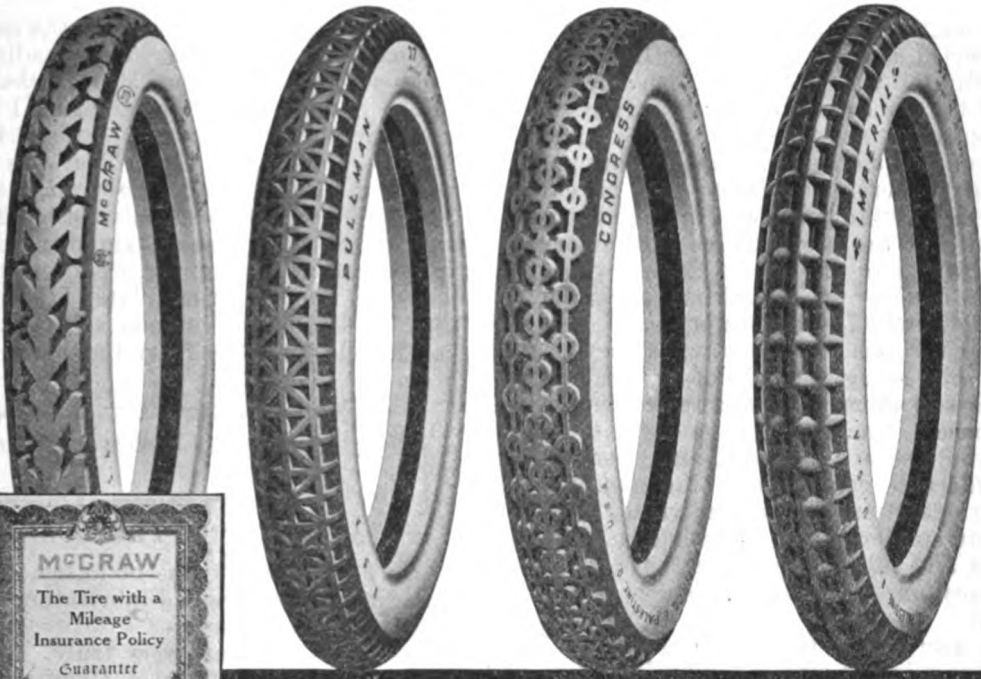
and the tire business was not at all standardized, a great many manufacturers were between the frying pan and the fire.

This was at the time when several of the large automobile companies failed and others were threatened with failure, and for a while it looked as if this enterprise would meet with the fate of its competitors.

There was nothing to do but pour in money, to keep on pushing for business, and to try to get established on a permanent basis. The only thing in favor of the McGraw Tire & Rubber Company was its policy.

MCGRAW PRODUCTS

Pneumatic Tires • Motor Truck Tires • Inner Tubes



Confidence

THE confidence of jobbers, dealers and users of McGraw products is a logical outgrowth of their experience with the tires themselves and the progressive policies of the company behind them.

McGraw, Imperial, Pullman and Congress Tires are made in one of the largest tire factories in America. Large output combined with efficient manufacturing methods and an ideal system of distribution make it possible to produce these tires in a superior quality and still market them at a reasonable price.

The McGraw policy of sales and helpful co-operation enables the distributor to develop a permanent, growing business and affords him a satisfactory profit. Write *today* for details of our sales plan.



The McGraw Tire & Rubber Co.

East Palestine, Ohio

Distributing Warehouses - New York - Boston - Atlanta - St. Louis - San Francisco

The policy of the McGraw Tire & Rubber Company has been always to make a commercial necessity, and it has largely discounted the term—"pleasure car."

McGraw products are sold through established distributing agents, and every attempt has been made to limit sales to those distributors who are sound morally as well as financially.

For months the strain continued until at last it seemed as if all of E. C. McGraw's hard-earned capital was lost, and then the silver lining of the clouds began to show. Hard work and aggressive salesmanship and a general clearing of the financial atmosphere throughout the country, increased sales to such an extent that another building was put up, and then another, until at the present time the factory of the McGraw Tire & Rubber Company covers five acres of floor space and has an output of 6,500 casings and 7,500 tubes per day.

A trip through the McGraw factory is extremely interesting, because of the amount of materials and labor that is crowded in such a small space. Machines are so close together that it would seem at a first glance, there might be considerable confusion in the handling of different operations, but as the visitor watches the steady stream of raw materials being made into tires and tubes, he realizes that this seeming congestion comes from some very close planning.

Each new step in the building of a tire only requires moving the tire a few feet, and no time is lost and no motion is lost from the time the raw material starts through the calendars until it arrives at the shipping room ready for distribution.

The mechanical details of this factory are the results of the McGraw's intensive study of tire building, and when the history of the automobile and its development is written, at some future time, E. C. McGraw will have been found to have contributed one of the finest pages of its history.

A thing done right today means less trouble tomorrow.

"Here lies the body
Of William Jay,
Who died maintaining
His right of way.
He was right
As he sped along.
But he's just as dead
As if he'd been wrong."

No true American questions the right of the government to conscript men to fight for its preservation and maintenance.

Why should there be any hesitancy in conscripting men to work to build ships, furnish ammunition, and whatever is needful for the winning of the war? Why this distinction?

DON'T OVERSELL

"He was the most eloquent orator I ever listened to. He painted the benighted condition of the heathen so clearly that my deepest passion was aroused. I resolved to break a life-long habit and contribute a dollar to teach the gospel to my benighted brethren. As the speaker proceeded I decided to make it five dollars, and then ten. Finally I knew it to be my duty to give to the cause all the cash I had with me—twenty dollars. The pleading of the orator wrought upon me still further, and I decided to not only give all the cash I had with me, but to borrow twenty dollars from my friend who sat at my side. That was the time to take up the collection. However, the speaker proceeded and I lost interest and finally dropped off into a sweet slumber, and when the usher woke me up by prodding me in the ribs with the collection plate, I not only refused to contribute, but am ashamed to state that I stole 15 cents from the plate."—Mark Twain.

Remember, it is the busiest man that always gets more business.

ACCESSORIES PROFITABLE

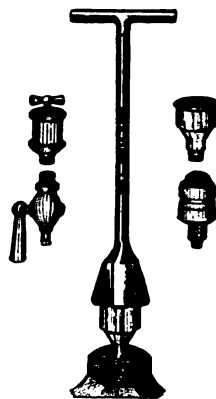
We have found a line of automobile accessories, including tires and lubricating oils, profitable and satisfactory.

Yours very truly,
THOMAS MERCANTILE CO.

One of the dirtiest and most annoying jobs about keeping an automobile is the daily turning of grease cups. Greasy fingers and sometimes soiled cuffs and coat sleeves result, but it is a job that no one dares neglect.

A tool which eliminates this annoyance has been placed on the market by the Prismolite Company of Columbus, Ohio. It is called the Universal Grease Cup Wrench. It is a great convenience in saving time, labor and temper. The Universal fits all sizes and types of automobile and truck grease cups without adjusting and may be used for various other things about the car, such as turning hot or greasy primer cocks, pet cocks and drain cocks. It is especially convenient for reaching grease cups and cocks placed in unhandy, out-of-the-way places.

With the Universal Grease Cup Wrench, turning grease cups loses its drudgery and the owner is tempted to turn the cups more often than he would under the old method. The wrench sells for 50 cents.



Many of Your Customers

own Fords or Maxwells. Why not handle PASCO WIRE WHEELS, and net an attractive profit thereby?

Ford owners, in increasing numbers, are equipping with PASCO wheels. And the new Maxwell Sedan carries PASCO wheels as standard equipment.

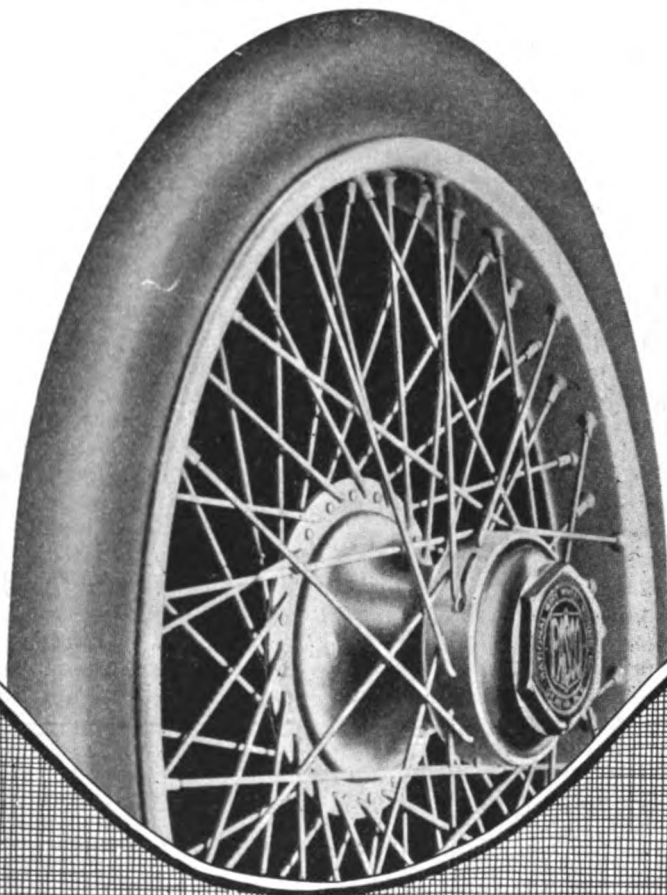
The distinctive features of PASCO WIRE WHEELS are the **tangent method of spoke-lacing**, the **indestructible hub-cap**, and the **ingenious safety-locking device**.

PASCO'S are furnished in white, black, or any standard color. Five wheels, complete, in a set.

Write at once for retail prices and generous dealer discount. Our selling proposition will interest you.

NATIONAL WIRE WHEEL WORKS, INC.

Dept. H, Geneva, N. Y.



Accessories Profitable for Country Merchants

I WAS TALKING to a country merchant the other day, whom I personally consider a rather extraordinary man, though most people would be prone to "argufy" with me on the subject to prove that he was just an ordinary dealer of the common garden variety kind.

But I'm sticking to my opinion nevertheless, and for this reason: He is in a little country town where dollars are scarce as hen's teeth and as slow-moving as molasses in Greenland; where every retailer but himself is just hanging on by the eyelids; and where they are continually dropping out to be succeeded by others, who go through the same experience.

If you are intimately acquainted with country towns you will recognize that this word picture is about true to life.

But this man has been there ever since he started in business in his younger days. He hasn't the best location. He hasn't the finest store. He isn't rich by a jugful. He isn't highly educated. He isn't so full of energy that he is called a "locomotive in trousers." In fact he is rather slow-moving and easy-going, as folks are prone to be in country villages.

Why then do I consider him extraordinary?

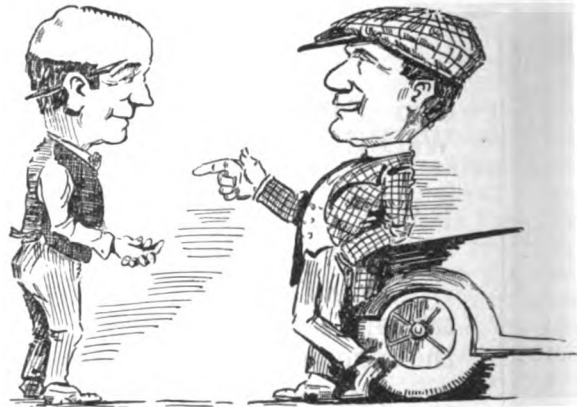
Listen! He started in the hardware business in his early twenties with a capital of fifty dollars and the kindly credit of a hardware jobber who could read character and saw he had ability and common-sense.

In this town where money was scarce and business limited the young man had built up a gradually increasing trade. In this town where almost every store had seen the old owner go and a new owner come every few years, he had survived the rocks and shallows which swamped the others. In this town where almost every merchant had big liabilities which they found impossible to reduce, he has cleared his building, paid for his generous stock of merchandise, discounts his bills and has a bank account, which though not large, is worthy of respect.

Anybody who does that is extraordinary—and I'll spend the last ribbon of my type-writer to prove it. I look on him with exactly the same respect as I do a city merchant who has accumulated a cool million.

Mebbe I'm wrong, but I propose to continue handing the military salute to every country dealer who matches the above record. It required QUALITIES. It required work, and skill, and straight thinking, and phosphorus and plus.

"Yes, I handle automobile accessories," said he, "and between you and me I am finding them the most profitable part of my business.



But in a little town like this one wants to be careful—mighty careful—if he expects to make money from them.

"I told myself that it was necessary to use my best judgment, or I would load myself with a big stock of unsalable goods. So I carefully studied the subject. I learned about how many cars of each make were owned in the neighborhood, and what kind of people, financially and temperamentally, owned them.

"I talked to as many car owners as possible, had them tell what supplies they used, what makes they preferred, the quantities and qualities required. Thus, for instance, I learned how many robes were used for a car, the price my people wished to pay, the styles and patterns preferred—and I learned the same regarding other supplies.

"I bought cautiously, in small quantities at first, necessities, goods of quality, avoiding novelties and experiments.

"I thus avoided getting unsalable goods and my sales began at once. They gradually increased, and now I know the game and the wants of my customers sufficiently to enable me to handle a good assortment and to buy in fair quantities."

This dealer's history and words impressed me so favorably with their wisdom and common sense that I thought they might contain a pointer for others.

Fortune smiles on some men one day and gives them the laugh the next.

I want you to know that the **HARDWARE WORLD** is a most welcome periodical in my store. I always read it, and look for it each month. When my subscription expires, notify me personally, for I always want the **HARDWARE WORLD**.
ANDREWS HARDWARE CO.,
 Los Angeles.

Century-Plainfield TIRES

A Big Service Tire
A Big Guarantee
An Oversized Tire
Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
923 E. 3rd ST., LOS ANGELES.

R. M. WADE & CO.
PORTLAND AND SPOKANE

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO



Century
-PLAINFIELD Tire Co.

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the BIMO Rubber products by the ELUREMO process." FACTORIES, PLAINFIELD, N. J.

"DEALER'S TALK" AND WHAT IT AMOUNTS TO IN THE SALE OF GOODS

(Copyright by Elton J. Buckley.)

I was consulted recently in a way which had never fallen to my lot before. I regard it as a most unique experience. The sales manager of a wholesale concern who not only put selling talks in the mouths of his men, but also does considerable selling himself, came to me and laid before me a problem which was substantially this: "I am an exuberant salesman. It is my way to enthuse over my goods, and when I am enthused I am apt to say more about my goods than I intend to. Only last week a customer pinned the house down to something I had said, which he contended amounted to a guarantee, and which I had no right to give at all. I had to admit that I had said about that thing, and the house allowed his claim. I have been told that a man is allowed to brag up his goods, to a certain extent, and isn't held strictly down to every word, now I want to know how far I can safely go in my selling talks. Is there any rule which I can use and have my men use, so that what I say will be only ordinary selling talk and can't be regarded as a guarantee?"

I gave him the best advice I could on the subject, and the incident is responsible for this article on "Dealer's talk: 'What it amounts to in the sale of goods.'"

The inevitable conclusion after reading and digesting the law on this subject—there are innumerable cases—is that there is no rule which a business man can lay down for himself, and apply with certainty, but there are certain useful principles which he can keep in mind, and these should check him from going too far in his representations about his merchandise. Of course this applies to representations made in every way they can be made—by word of mouth, through advertising, in letters and in every other fashion.

The importance of the thing is this: if the seller in what he says about a thing he is selling, stays within the realm of "dealer's talk," he is not liable even if some of his statements are not borne out. But if he passes beyond "dealer's talk," his statements are warranties, and he will be strictly held to every one.

The cases make very little effort to define "dealer's talk." I give a working definition of my own: "Dealer's talk is something less than a warranty, and consists of an expression of opinion or judgment about the article, on a point as to which the seller has no special knowledge, and on which the buyer can be expected to have just as good an opinion and to use his own judgment."

For instance, take a dealer selling automobile tires. He is not an expert. He says of a tire he is selling: "That's as good as any tire on the market." The buyer takes the tire, which isn't satisfactory. The statement "that's as

good as any tire," would be considered in my judgment, mere dealer's talk.

Note my statement in the above illustration that the dealer was not a tire expert. It would make a decided difference if he were an expert, for many cases hold that a statement made by a non-expert, which would be considered no more than dealer's talk, would be considered a warranty when made by a dealer having expert knowledge of the article he was selling.

From a couple of leading cases I assemble the following statement of the law governing the subject:—

Mere commendation, praise or brag by a dealer, is not a warranty. Each seller has the right to extol the quality of his wares, and much latitude has generally been allowed, the language being regarded more as an invitation to purchase than as a warranty.

It is to be conclusively presumed that the buyer knew or ought to have known enough not to rely upon dealer's talk or the praise of their goods ordinarily indulged in by sellers.

The last paragraph is rather a sad commentary upon the integrity of the average commercial transaction, but such is the well settled law.

There have been a great many cases in which these principles have been applied. Of course in practically all of them the issue was between a buyer who sought to enforce against his seller a statement (subsequently found to be untrue) which he claimed was a warranty, the seller taking the position that it was not a warranty, but only dealer's talk.

I mention a few of these cases here:—

A statement "these are the best goods made," is not a warranty, mere dealer's talk.

"I think he is sound," spoken of a horse one is selling, is not a warranty if the seller is not an expert veterinarian.

"You'll find this line will readily sell," is not a warranty which the buyer can claim was violated when the line doesn't readily sell. It is only dealer's talk.

"This is a very good machine and will do your work," is not a warranty when no special work has been mentioned between buyer and seller, or the work the machine was to do was mentioned only in a general way.

But when a buyer orders a machine for a specific purpose and says so, and the seller tells him: "You may rely on having a first rate machine which will do the work in a satisfactory manner," that is a warranty, and if the machine doesn't do this particular work in a satisfactory manner, the buyer can sue.

Putting the expression "approved standard quality" on a label, or so representing the goods in other ways, is not a warranty.

The rule is different where a man is passing a check or a promissory note, and says "this is good." Value is the only quality negotiable paper has and if it hasn't that it hasn't anything. Therefore every such expression is considered a warranty. Opinions of value as to other merchandise are usually dealer's talk.

Two New G & J Tires

The G & J Cord

AND

The G & J Stalwart Tread

Here are two more tires added to the line already famous as the tires with a name behind them.

These additions to the G & J line give a complete set of tires to the dealer—and a tire for every requirement of use and price to the motorist.

One is the new G & J Cord Tire—a tire that will stand out in its class as have all other G & J Tires.

The other is the new G & J Stalwart Tread—a tire of extra strength and extra mileage.

Let us tell you more about them. Write to

G. & J. TIRE CO.

1790 Broadway, New York

G & J DISTRIBUTORS 1918

Benton County Hdwe Co. Rogers, Ark.
Barker-Jennings Hdwe. Co. Lynchburg, Va.
Colladay Hdwe. Co., F. Hutchinson, Kans.
Drury & Kelley Hdwe. Co. Cadillac, Mich.
Donnan Hdwe. Co. Richmond, Va.
Fox Bros. Hdwe. Co. Pine Bluff, Ark.
Gunby Co., L. W. Salisbury, Md.
Heltmann Co., F. W. Houston, Texas
Harper & McIntyre. Ottumwa, Iowa
Janney Semple Hill Co. Minneapolis, Minn.
Leonard Hdwe. Co., Chas. Petersburg, Va.
Miller Bros. Hdwe. Co. Richmond, Ind.
Mitchell-Powers Hdwe. Co. Bristol, Va.
Monroe Hdwe. Co. Monroe, N. C.
Murchison & Co., J. W. Wilmington, N. C.
Ogilvie Hdwe. Co. Shreveport, La.
Putnam Hdwe. Co. Houlton, Me.
Parmelee Hdwe. Co. Macon, Ga.
Russell Hdwe. Co. McAlester, Okla.
Stratton & Terstegge Co. Louisville, Ky.
Shannahan & Wrightson. Easton, Md.
Schelly & Bros. Allentown, Pa.
Semmes Hdwe. Co. Savannah, Ga.
Teague Hdwe. Co. Montgomery, Ala.
Townley Metal Hdwe. Co. Kansas City, Mo.
Wyeth Hdwe. & Mfg. Co. St. Joseph, Mo.



G & J Cord



G & J Stalwart Tread



G & J Letter Tread



G & J Plain Tread



All these SALES HELPS

National Advertising

1 "How Much Can You Trade It In For?"—"What Is Going On Inside Your Car Now?"—"Keep Your Car Fit"—Advertisements along such lines are reaching automobile owners throughout the country, through the general magazines.

Swan & Finch advertising appears in the Saturday Evening Post, System and other general magazines.

2 Then, we go to the *automobile publications*, such as Motor, Automotive Industries, Motor Life, Motor World and others. We repeat our "Scientific Lubricants for Scientific Lubrication" story.

In over 40 industrial trade papers, S-F advertising to the factory and mill man makes him realize the necessity for scientific machine lubrication, and—almost without exception he also owns an automobile.

This selling effort is costing us thousands of dollars yearly. It is worth while—it makes it easier for you to sell these products—makes more people want them—makes satisfied customers for you.

Direct Work

3 *Booklets*—A complete series of booklets have been sent out and are being sent continually, thoroughly covering the subject of lubrication—in simple language. Such booklets as "The Insides of Your Car," "Once a Year Remember," "Grease, Where and Why," and others, have been sent to thousands of automobile owners—many of them your own customers.

There are also a number of four-page leaflets you can send out with monthly statements.

Dealer Helps

4 *Attractive Two-Color Flange Signs*, enclosed in a durable frame, are another phase of our aid. Also there are similar placards not enclosed in frames, which you can hang or tack up inside your place.

5 *Sample Display Racks*—There is ready to ship to you, a handsome, attractive, sample display rack, on which you can display samples of Swan & Finch products.





offered to you

6 *Window Display*—An attention-compelling panel effect window display is offered to you. It is a common-sense display, easily put in.

7 *Timely Topics Bulletin*—Something new—something different—always interesting! The Timely Topics Bulletin sign is a handsome metallic sign, 3 feet high, to be hung in your window. As shown in the illustration, it has a cut-out in which you place timely bulletins that we send you every month. These bulletins have something interesting to say to automobilists—remind them of a service you can do for them, or suggest some goods you can sell them. All these are free to you.

You can cash in on all this vast expenditure of money, by putting in a stock of Swan & Finch Scientific Lubricants for Scientific Automobile Lubrication, amounting to \$100.

Fill out and mail the coupon below for our price list. It gives the prices to you and the prices at which you sell, and will facilitate your ordering. Mail coupon today.



BRANCHES
Providence
Chicago
Philadelphia
San Francisco


SWAN & FINCH
COMPANY
NEW YORK

Quality Oil and Grease Products Since 1853

Branch Office in San Francisco

165 BROADWAY, NEW YORK CITY

Gentlemen:

Kindly send me price list on S-F automobile products:

CUPESE

GEARESE

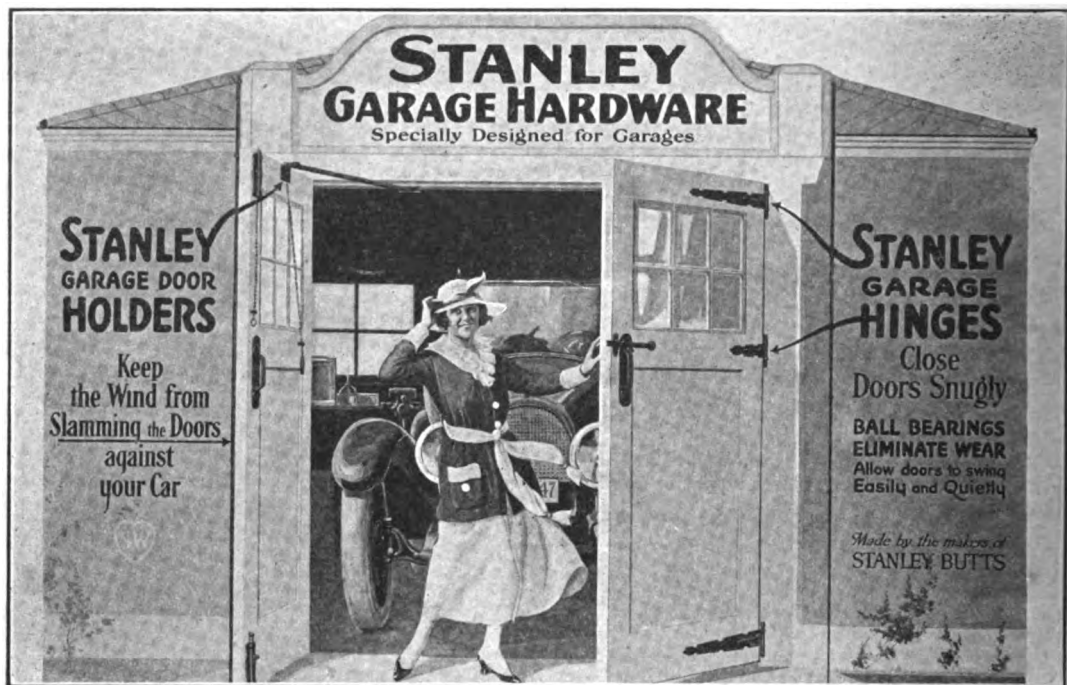
MOTUL

Name

Address

Jobber





STANLEY GARAGE HARDWARE WINDOW DISPLAY

The Stanley Garage Hardware window display cutout proved to be so successful last year, especially from the point of view of the builders' hardware dealers who used it, that The Stanley Works, New Britain, Conn., have gotten up a new display for the coming season.

It is handsomely lithographed in nine colors on heavy cardboard. As it stands up in a dealer's window it will be 36 inches high and 50 inches wide. As can be seen from the accompanying illustration this cutout is composed of three parts, the center panel to which are hinged two side panels.

The new Stanley Garage Hardware cutout was made only after a careful study of suggestions which were received from customers who used last year's display and from their point of view it is felt that the new display is just about the best proposition of its kind that could be gotten up for advertising garage hardware. It should make an ideal center piece for a window trimmed with garage hardware and automobile accessories.

The display illustrates the application of Stanley Garage Hinges No. 1457—10 and 24 inch, Stanley Garage Door Holder No. 1774, Stanley Garage Door Latch No. 1264, Stanley Garage Door Pull No. 1266, Stanley Chain Bolt No. 1055—10 inch and Stanley Foot Bolt No. 1056—10 inch. These items taken together comprise Stanley Garage Hardware Set "D," which The Stanley Works' sales records show to be its most popular garage hardware set.

This display will be distributed in time for

dealers to set it up in their window during the first week of May. It will be sent on written request only to builders' hardware dealers who carry in stock the items illustrated on the display or who order them between now and the end of April.

IF KIPLING WERE A TIRE DEALER

When the last "Gyp" tire is punctured,
And the tube is twisted and torn;

When the air exhales

Like a couple of gales

And the Casing's ripped and worn—

We shall rest, and, faith, we shall need it;

Lie down for an eon or two,

Till the god of tires as they ought to be

Commands us what to do.

He will make the sign of the diamond

In the ground before the store,

And lo! instead

Of the anonymous tread

That decked our shelves before,

A row of clean-cut rhomboids—

Some black, some silv'ry white—

Will mark the tires in the window there,

And set the motorist right.

And a black and orange emblem

Will hang beside our door,

To show that here

All men must steer

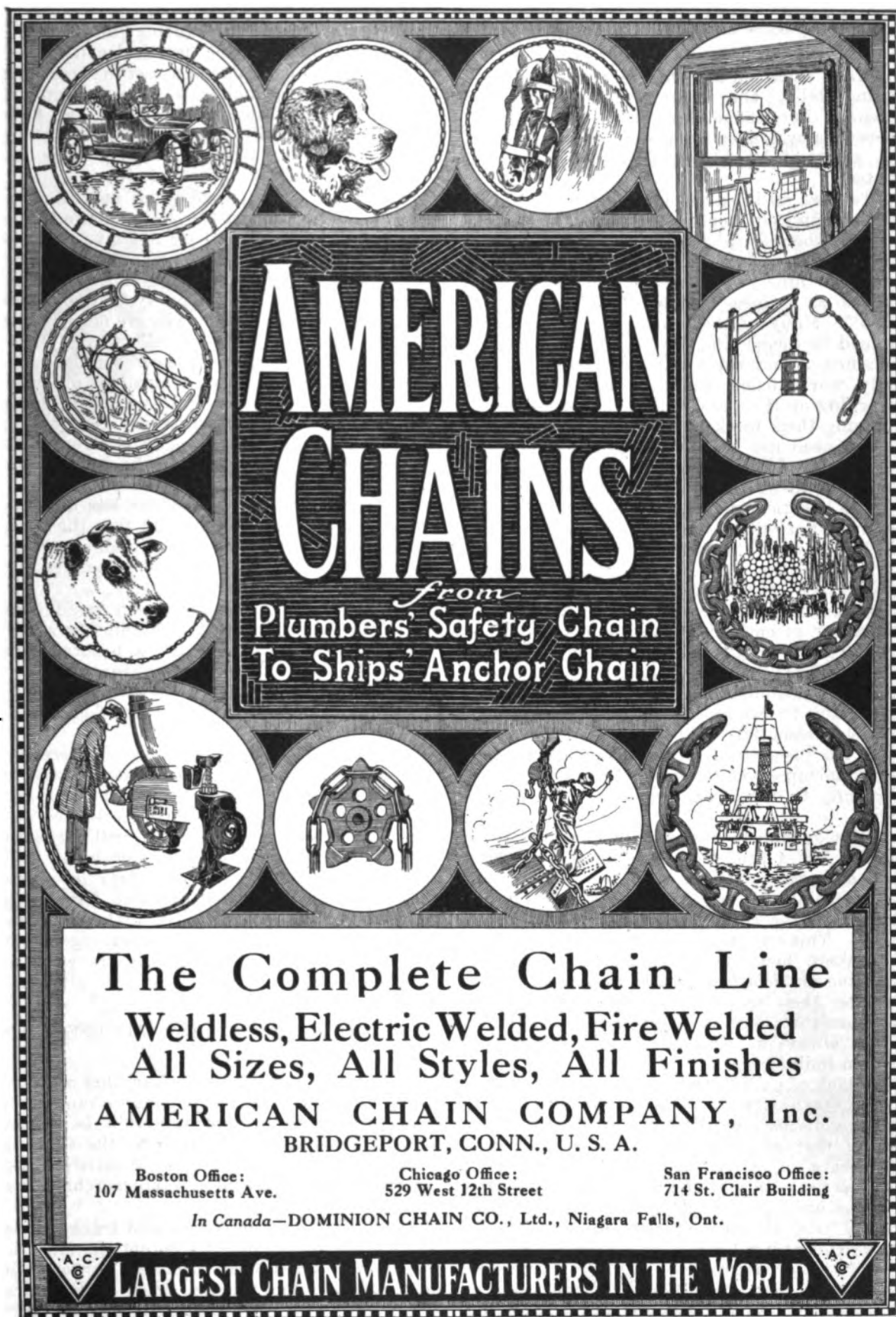
Who want car upkeep lower;

And they'll get the best of service,

And miles and miles and miles;

Will bring them back to us—and ah!

What smiles and smiles and smiles!



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

SALESMEN SHOULD BE TRAINED

(By H. R. Burleigh, in Diamond)

Many salesmen are naturally endowed with selling ability; they have both the theory and practical knowledge down to a science. The theory or system is innate and natural, while the practical knowledge is gained by actual contact.

Take as an illustration a sales organization of one hundred men. Probably only ten per cent will be natural born salesmen, and this is figuring a large proportion. What can be done with the ninety per cent? Are they to be classed as failures or the "just make good class"? Many of the ninety per cent may be trained in theory and developed into practical salesmen. They can apply this theory in their daily work, using fundamental principles by enlarging on them and fitting these arguments, applying them to their specific line of work.

We need not be concerned with this small percentage of natural born salesmen. It is the other side in which we are interested.

The practical man can possibly pull a deal through, but without theory he cannot create. He brings back the order when he is sent out on a proposition, but does he actually create a prospective customer? Can he create a desire to possess where none existed? Is he as imaginative or as enthusiastic as the man who has been trained in the fundamental principles of salesmanship?

Do not misunderstand me. Practical knowledge gained through hard knocks I feel is absolutely essential. But—I contend that to teach the theory and fundamental principles of salesmanship gives the salesman a greater opportunity to develop and acquire the practical side.

This argument has brought out another point: "If a professor teaching salesmanship is a successful salesman, why does he waste time teaching at a salary of say \$2000 per year, when he could perhaps earn \$5000 selling?" This question is easily answered. Why do certain men choose bookkeeping and accounting or in fact any vocation or profession? Because they are inclined along these lines; they are interested in these problems. Money is not always a prime factor in the minds of certain individuals.

A lack of understanding between inside men and the salesmen is, to my mind, responsible for this discussion. Today it is absolutely essential that we understand one another and co-operate.

The near successful salesman today is the man we can develop into the enthusiastic, successful one, through proper training by the house employing him.

I feel that many of the failures of salesmen are not due to the man himself, but are due to the house not giving him the proper training

through the lack of introducing the theory of selling in addition to the practical end.

Understand me, I do not assert that teaching the fundamental principles of salesmanship will make successful salesmen in itself, but I do maintain that it will develop his thinking and reasoning capacity to a point where he is better able to absorb the practical side.

You could teach, preach and entreat until the end of the world and yet some would not absorb. But why should we not give to those who are willing to improve? The time has arrived where traditions are upset—turned around. What worked yesterday will not work today. This demonstrates why we must reason out the "whys and wherefores."

We are creating some new standards of business efficiency by an analysis of old business methods. We are endeavoring to learn what is responsible for sixty per cent of our failures. What we need today is strength of man who knows—knows that he knows, and acts on his knowledge. As the education of sales forces grow, we will believe less in signs, omens and luck and understand that the problem of success rests with the individual preparing himself with new thoughts, principles and systems with which to work.

Therefore the teaching of theory, in addition to the practical element, is absolutely necessary for the man who is not a natural born salesman. Nor will it hurt the natural born salesman. He certainly can absorb some additional knowledge which will prove of benefit to him.

It is a difficult thing for some to understand that self may be moulded, but when this fact is established we shall have little trouble in setting the standards for tomorrow's success.

All the sales manuals written will not make sales, but they are a mighty big help; they give valuable information and data for salesmen. Neither will all practical knowledge make successful salesmen. It is the combination of theory and practical knowledge properly applied that tends to increase the value of the sales force.

PAYS TO HANDLE BEST ACCESSORIES

Editor **HARDWARE WORLD**:

We have found out in our handling of lubricating oils and tires that it pays to handle the very best goods in that line that is on the market; this has been proven by the showing of our sales the last two years. A satisfied customer is the best friend a retail merchant can have.

As we handle automobiles and trucks along with our hardware line, we do not specialize in automobile accessories that an automobile dealer alone would handle. Very truly yours,

JOHN RAYMER & Co.

Stock the
Special
Compound



Transmission Lining for Fords

made by the manufacturers of the celebrated
S - M - C Asbestos Brake Lining, compactly
woven like S - M - C — dependable gripping
assured.

Treated with improved compound which protects it
against absorption of oils more effectively than any
other cotton lining we know of. Absolutely chatterless—
as quick as it is quiet.

\$1.00 Package

contains three proper lengths for Ford transmission bands
and all rivets required

As Easy to Sell as a Package of Tacks
And a Lot More Profitable

STAYBESTOS MFG. CO.

*The "Modern" Factory Equipped to Make
All Widths Up to 6 Inches*

5547 LENA STREET
PHILADELPHIA, PA.



Staybestos Mfg. Co., 5547 Lena St., Philadelphia, Pa.
I want your dealers' proposition on Universal Brake
Lining—particularly on your \$1.00 Ford Set

Name.....
Address.....
City.....
State.....

WHEN YOUR CLERK OR SALESMAN MIS-REPRESENTS GOODS SOLD FOR YOU

(Copyright, by Elton J. Buckley.)

How shall an employer with agents, salesmen and other representatives, protect himself from trouble occurring through inadvertant, ill-advised, improper, untrue and even fraudulent representations and statements made by employes, say about the employer's goods? These statements go wrong and the customers of course always blame the employer for having such salesmen. And sometimes the customer begins suit, again always against the employer.

These questions are brought up by the following letter:

Trenton, N. J.

We have had in our employ a salesman named ——. His services proved unsatisfactory through his drinking, and last August we gave him a month's notice. He was very resentful and as we found afterward, did several spiteful tricks against us during the last month in our employ. One of these was to guarantee a lot of seconds tires which he was instructed to sell without a guarantee. We have not yet heard how many of these he sold with the guarantee of 3500 miles, but already thirteen customers have come back for adjustments, claiming a guarantee from this salesman. At first we thought it bogus, but several of these buyers had witnesses to their guarantees, so we now believe that he guaranteed the tires in order to revenge himself on us. The tire was a cheap first which was sold for a low price, and probably most of them will not run 3500 miles. We have held up the adjustments until we could see where we were at. Are we liable on the fraudulent act of this salesman? Naturally we wish to keep faith with the public, but in a case like this we may be swamped with adjustments which will cause us a heavy loss. E. N. C.

This is a splendidly typical illustration of what a dishonest, or malicious, or careless, or ignorant salesman can do to his employer, for this correspondent is bound by his salesman's act without a doubt. A principal is responsible for the acts (this includes representations) of his agent, so long as the agent acts within the scope of his employment. "Scope of employment" means this: Jones is a salesman in a retail store. All he is there for is to sell goods. Suppose some day in a financial transaction which is none of his business, he calls somebody up and tells him that his employer will guarantee somebody's account. The employer would not be liable, because the clerk acted outside the scope of his employment, which was merely to sell goods.

But in the case submitted, and in almost every case where an employe makes untrue representations about merchandise, the employer is bound, because the clerk or salesman is acting within the scope of his employment, which is to sell goods, and of course to make representations about them.

That makes an employer almost at the mercy of his salesmen and clerks. Few employers, I think, fully realize that.

A clerk in a dry goods store mistakenly or carelessly guaranteed to several customers a large quantity of delicately dyed fabric; the guarantee was that the color would not change or run. The fact was that this was American-dyed stuff, and the clerk had expressly been told not to guarantee it. It was held here that the store was bound by the guarantee.

A wholesale jeweler sold a quantity of plated gold rings through a salesman who through a misunderstanding guaranteed them to be solid gold. A retailer who bought some of them, under the impression they were low karat gold, sold them as solid goods and got into a fierce newspaper scandal and all sorts of trouble. He sued the wholesaler, who tried to get out of it on the ground that the salesman had no authority to guarantee the rings to be solid. The court held this to be no defense; the salesman had acted within the scope of his employment and the employer was bound.

There are a great many cases along the same line. An automobile salesman guaranteed that a certain car would give 22 miles to the gallon of gasoline. If this sale had been made under the usual iron-clad printed form used by most manufacturers, there might not have been much to the claim, but as the parties were close friends it slipped through without. It was practically a verbal sale. The customer rejected the car on the ground that at best it would not give more than 14 miles. The employer of the salesman took the position that the guarantee was void because the salesman had no authority to make it, but the court held that it was within the scope of an automobile salesman's employment to state to a prospective customer how much mileage it would give to the gallon of fuel, and the employer was therefore bound.

In most of these cases the employer had not been careless. He had either not instructed the salesman to do what he had done, or had explicitly instructed him to do something else. The salesman did what he did without the slightest express authority, but the courts have always held that even the clearest instructions by employer to employe made no difference, if the employe, in violating them, acted within the scope of his employment.

The only protection which the employer has against this sort of thing is to get the right kind of salesmen and give them the clearest possible instructions what to say about the goods they sell. Many employers attach tags or labels to goods containing as much of a description as they can, so as to leave as little as possible for the salesman to say.

John H. Davies Co. is remodeling a building at Lodi, Cal., which they will occupy with a complete line of farming implements and equipment.



**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.
HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. ORNDALL CO., Nashville, Tenn.

**Talking 100% Lubrication
to Your Customers**

We are going to demonstrate to your customers why they should use Dixon's Graphite Automobile Lubricants and prove to you why you should sell them. Their use means more power to your customers and better business for you.

Our force of specialty men is spreading the message of 100% lubrication. Wherever they go they convince dealers and motorists that

**DIXON'S
GRAPHITE
Automobile
LUBRICANTS**

are better lubricants. Demonstration proves it every time.

This year we will again back up the efforts of our sales force with a campaign of newspaper advertising that will reach millions of motorists. We are going to keep right at it, week after week, as steadily as an engine that never "skips."

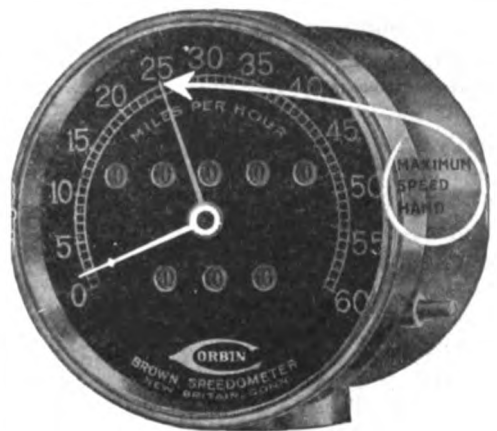
Our salesmen prepare the ground. Our advertising sows the seeds of heavy sales of Dixon's—the 100% lubricants. Be ready to garner your share of this business and cash in on our campaign of lubrication education.

Write for Dixon's Dealer's Deal No. 230G.

Made in Jersey City, N. J., by the
Joseph Dixon Crucible Co.



Established 1827



**Read the Record Right.
For 1918 Equip
with the**

ORBIN-BROWN SPEEDOMETER

It starts in telling the truth and keeps on telling it as long as the life of the car.

Apart from its undeviating accuracy, one of the most valuable features of this universally used instrument is its great durability. This is due to the nature of its mechanical construction, which is simplicity in itself. Its parts are few, large and strong. They decrease the chance of breakage and reduce friction to a minimum. Thus at all times the Corbin-Brown operates smoothly and dependably. Furthermore, no matter what may be the condition of the weather, either extremely hot or cold, the accuracy of the Corbin-Brown record remains totally unaffected.

For absolutely satisfactory speedometer service, start the 1918 season with a Corbin-Brown Speedometer. At motor and accessory stores everywhere.

The Maximum Speed Hand is an extra feature. This hand registers the highest speed attained and stays at that point until reset at zero, which can be done at any time. Convenient, efficient.

Write for Catalog

The Corbin Screw Corporation

The American Hardware Corporation, Successor

NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of
Corbin Duplex Coaster Brakes for Bicycles

HOW DOES YOUR STORE LOOK TO THE CUSTOMER?

It is a good plan for merchants occasionally to go out and look at their store from across the street. Size up the outside appearance of your store.

Will it attract? Does it have an inviting appearance? Would it appeal to you if you were a stranger in the town and were looking for a place to buy and had had no choice?

If the front looks good to you, and if your windows are adapted for displaying your goods, for proving the silent, yet effective salesman they should, then conduct a similar investigation inside.

You yourself know just the kind of a store that you like to trade in in other lines. Put yourself in the place of the comparative stranger, a man who is going to be affected either favorably or adversely the moment he enters your store.

Is the stock displayed in an attractive way, is it kept neat and clean? Is it properly arranged? How will the appearance of your store affect your customers, women as well as men.

Besaw Bros. have disposed of their business at Reedley, Cal., to H. J. Kennedy of Orosi, who will dispose of the stock and close up the business. The plumbing part of the business has been purchased by E. R. Treaster & Son of Reedley.

HOW ABOUT YOUR INSURANCE?

With the increasing cost of goods and the investment required for the merchant to carry his usual stock, are you giving as close attention to your insurance as you should?

Could you replace your stock with the amount for which you are insured? If not, this is something worth looking into.

A small boy wanted a watch and, as most small boys do, kept teasing his father until he was positively forbidden to mention the matter again. It was the custom in this family every morning, after family prayers, for each member to recite one text from the Scriptures. Next morning, when it came time for the small boy's turn, he said promptly:

"What I say unto you I say unto all. watch!"

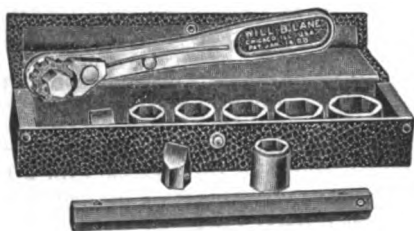
He got it.

Robertson & Cassou, hardware merchants at Escondido, Cal., have purchased the building which is now under lease to the Escondido Hardware Co. They plan to materially increase their stock.

Henry Mohr Hardware Co. of Tacoma, Wash., are increasing their store facilities with a view of affording increased space and better display facilities. Business with the Henry Mohr Hardware Co. is always good and they are expecting a busy year.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type



Ford Set

No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-grade steel and case-hardened.

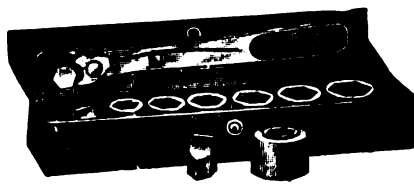
The Ford Set Contains:

- 1 handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- Six sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.

Manufactured
 ... only by

WILL B. LANE

180 NORTH DEARBORN STREET



Standard Set

Handles drop-forged.
Manufactured and sold for past 10 years on merit.
Handled by jobbers in all parts of the world.

Every part fully warranted.

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows:
 U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{3}{4}$ in.
 A. L. A. M. Standard from 5-16 in. to 11-16 in.
 Cap screw heads from 5-16 to $\frac{3}{4}$ in.

CHICAGO, U. S. A.

A WORKER'S SLEDGE WILL BEAT THEM

American workingmen are going to win this war. They are going to win it by building ships—building them faster than the U-Boats can sink them—building enough of them to carry millions of men and guns to France.

The sledges of workers will crush the submarine.

Will YOU help?

Will you enroll your name as a Shipyard Volunteer—ready to go into a Government Shipyard when you are called?

You need not have worked at shipbuilding before. Ships are standardized today and built like automobiles. Blacksmiths, Boilermakers, Carpenters, Electricians, Metal Workers, Welders, Moulders, Riveters, Upholsterers—hundreds of peace trades are wanted.

If selected, you will have a steady job—at high wages. The Government is spending millions to provide good houses for you.

You will wear a Badge of Honor, and receive a Certificate showing your willingness to do your duty for your country, just the same as a man in the trenches.

Enroll today. The Government is asking for 250,000 names of workers. How about YOURS?

Enroll in person at the nearest enrollment agent of the Public Service Reserve of the Department of Labor.

If you cannot find an Agent, or wish for more detailed information, mail the coupon.

EDWARD N. HURLEY, Chairman
U. S. Shipping Board, Washington, D. C.

Please send me full information about enrolling in the U. S. Shipyard Volunteers.

Name

Address

Trade



This Badge of Honor
to be given every U. S.
Shipyard Volunteer



U. S. SHIPYARD VOLUNTEERS

This space contributed to the Winning of the War by
ROYAL MANUFACTURING COMPANY
RAHWAY, N. J.

through the Division of Advertising, U. S. Gov't Committee on Public Information



WHEN SOMEBODY ASKS YOU TO GO ON HIS FIDELITY BOND, DON'T DO IT UNTIL YOU HAVE READ THIS

(Copyright by Elton J. Buckley.)

In this article I shall depart a little from the strict line of business law, although I shall still be within the personal experience of many business men, especially those of the towns. I shall answer the following inquiry with some information as to the legal position of a man who goes on somebody's fidelity bond, that is, a bond such as is given by some officer or employe like a treasurer, guaranteeing his honesty and fidelity in the business of handling money:

I would like to have your opinion on the following: I went on a bond for \$1000, he was treasurer of the P. O. S. of A. It was a perpetual bond. I was on his bond for sixteen years. They audited his account every year, and he always had a statement corresponding to what money they handed over to him and he said the money is in the bank. They O. K.'d his account and re-elected him. I wanted him to get another man on the bond. Then he said the last week in the year they would go over his account and if I wanted to get off then he would see I got off. After the election I went to see him and he said, "Yes, my account is straight and they re-elected me." Then I said, "I want to get off." "All right; you go and see the secretary," which I did and I said, "Mr. Miner, I understand Kelley's account was found O. K. and re-elected," and he said, "Yes." "Well then, now I want to get off those papers." "Well," he said, "if you want to get off then we will have to look over his bank account before we can release you." When we came to go over his accounts in the bank we find him over \$4000 short. Now, when I went on his bond they told me that he could not get me for over two or three hundred at the highest. They had such implicit confidence in the man that they left him have his own way and made a thief out of the man. I don't think it is right that I should pay for his recklessness. If they had gone about it lawfully he would never have been able to embezzle the amount he did. What do you think about the matter? Plenty of the members are willing to go before a jury and testify that they did not audit his account as the law demands. I would be willing to pay what he could have got me in for in a year's time, but not for what they left him steal for years.

A. F. SNYDER.

I suppose there is hardly a reader hereof who at some time of his life has not been asked to go on the bond of a lodge brother, or a township officer or a county collector, or some social or business acquaintance who was in a position requiring one or more bondsmen to guarantee that he would honestly administer his office.

It is well to clearly know what you are taking on yourself when you comply with these requests, for there are times when for some reason you simply can't get out of it, at least not without losing a friend.

Naturally, if the man whose bondsman you have become stays straight, no question will arise. It is only when he goes wrong and embezzles money which you as bondsman will be asked to repay, that the question of legal liability needs consideration.

The law is not especially tender of the man who becomes bondsman for another. He is often compelled to stand up and take his medicine in spite of circumstances which he would think should release him. For instance, take the case cited. Here is a lodge treasurer handling large sums of money. His accounts are very loosely audited, and by reason of that he gets away with \$4000. One would think the surety could reasonably (and legally) say, when called on to refund the \$4000, "Not at all; my contract was not to repay you the results of your own negligence. It was to guarantee the honesty of your treasurer, under the implied condition that you should use at least ordinary precautions for the safeguarding of your money. You did not do this, and I'm free."

Sureties have raised that defense thousands of times, and Mr. Snyder is raising it again. Whether it is a good defense depends on the arrangement the surety made in the beginning. There are two ways of becoming surety. One is to say when asked, "Sure, Bill, I'll go on your bond. Certainly I will. Where'll I sign? There you are. Not at all."

The other is to say: "I'll be very glad to go on your bond and will do so as soon as I can have a little talk with the people who will have charge of your accounts. I only want to see that they do their share in the matter." The talk should bring out when the accounts of the man to be bonded were to be audited, and how; what supervision was to be kept over his bank accounts; in short, what scheme the society or the township or the employer proposed to use to safeguard its money, or whether it proposed to depend upon the surety entirely. With this information in hand, there could be written in the bond a clause that it was given on the express condition that the society, or the township, or the employer, should do those various protective things.

A man who goes on somebody's bond the first way won't make much out of his defense, even if the lodge, society, etc., has been grossly negligent. But the man who becomes bondsman in the second way will, if negligence can be shown, be released by it. Very likely the correspondent can answer his own question from this, as he knows what kind of arrangement he made in the beginning.

In support of what I have said, let me cite from a leading case:

Where bonded employes turn out to be unfaithful, it often transpires that their defalcation extends over a long period, and sureties have defended on the ground that the employer should have been diligent in discovering the dishonesty. The universal rule is that so long as the employer acts in good faith, he is not bound to detect and put an end to crookedness in any of its stages. More negligence on the part of the employes, either in exercising supervision over a bonded employe to prevent irregularities or in the discovery of a shortage after it has occurred, is no defense.

It is also established that the surety is not discharged

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS

Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



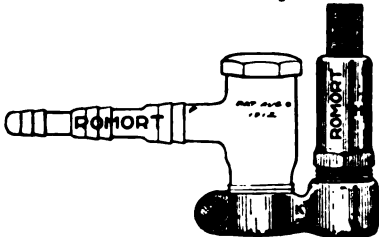
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

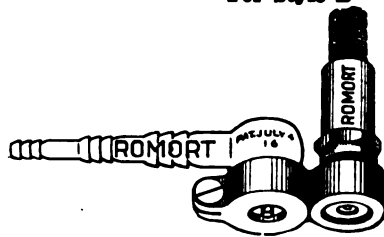
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

by the failure of the employer to examine the accounts of his employe, or to require settlement, although such precaution, if taken would have disclosed the shortage and thus saved the surety from further risk. (All the above applies to cases where a man has become bondsman in the "Sure, Bill," way.—E. J. B.) Of course the rule is different where the contract by which the surety became bondsman expressly provides that an examination or settlement shall be made.

THE NEW JOHNS-MANVILLE BUILDING

The St. Louis Branch of the H. W. Johns-Manville Company is now comfortably installed in their new building on the southeast corner of Olive and Eleventh Streets. The six-story edifice of modern fireproof con-



The New Johns-Manville Building

struction throughout, is a worthy addition to the retail district of St. Louis.

The new building, with a 55-foot front on Olive Street and 109 feet on Eleventh, has six floors and basement, and is equipped with separate elevators for passenger and freight service. Wherever practicable, Johns-Manville products were used, in the finishing of the building: mastic floors, asbestos wood partitions and a Johns-Manville asbestos roof.

The Show Room, 55x72 feet, with the entire front and side of glass, is the feature of the new establishment. One hundred and twenty-two running feet of show windows afford an unusual opportunity for the display of the entire Johns-Manville line. To supplement the show cases, five kiosks have been built in the rear of the Show Room to demonstrate the proper roofings to be used on various surfaces and the correct

application of the different materials. This practical demonstration of Johns-Manville roofings has attracted much favorable attention from the many callers.

Back of the Show Room on the ground floor, is the Shipping Room and the well-equipped Auto Service Department which has a separate entrance on Eleventh Street.

The Manager's office and all selling departments' offices occupy the second floor, where is also the men's locker room, equipped with the latest sanitary steel lockers.

On the third floor is the Accounting Department, the stenographers and the Purchasing and Traffic Department. A comfortable rest room for women, and the women's lockers are also on this floor.

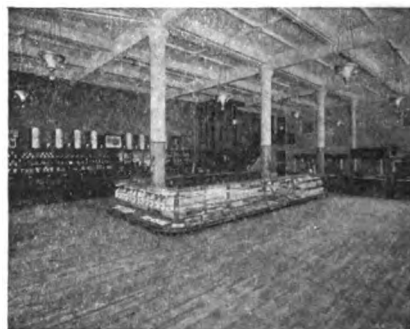
The fourth floor is taken up by stocks of materials handled by the Power Plant Specialties and Electrical Departments with enclosed storage rooms for the proper care of stationery, samples and printed matter. Provision is also made, on this floor, for storage of mill board, and a stock of the articles handled by the Auto Accessories Department.

The fifth floor is devoted entirely to Pipe Covering.

The north end of the top floor, with glass on the whole north and west sides, is given to the Gasket Manufacturing Department. This arrangement gives an abundance of daylight with the least glare, which contributes greatly to the efficiency of the workers.

The balance of this floor is occupied by the construction Department and stock room for Keystone Hair Insulator hair felt and other floor and wall insulations.

The basement is used for the storing of roofing,



A Corner of the Main Floor Show-Room in the New Johns-Manville Building

asphalt, high temperature cement, asbestos wood, asbestos cement, roof coatings and other roofing accessories in the well-known Johns-Manville line.

All parts of the building are exceptionally light and well ventilated, and the employees can work under the most favorable conditions. It is a fitting housing for the St. Louis branch of the great Johns-Manville organization which "covers the continent."



Made by

Everlasting Air Hose

This air hose is made for use on air compressors and air stations, where hard service and long life is required. It is constructed with treated heavy double cotton jacket, woven on high-grade rubber air hose. It is not injured by being run over, will not kink, or buckle—will stand any pressure. Can be furnished complete if desired. Furnished in 25 and 50-foot lengths. Fully guaranteed.

Sizes: ¼ inch, ¾ inch.

Conserve freight. We are 1000 miles nearer you.

The Chicago Tubing & Braiding Company, Chicago, Illinois
Pacific Coast Representative, BAKER-SMITH COMPANY, Rialto Building, San Francisco, California

NEW TYPE OIL GAUGE FOR FORDS

What every Ford owner has been waiting for—it cannot break—it will not leak—it is absolutely accurate and dependable and can be easily read, even at night.

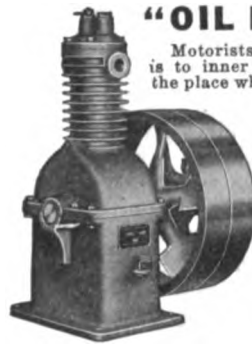
It consists of a metal chamber containing a float with a rod extending out of the top with a white ball on the end of the rod. The height of the ball tells the amount of oil.



APCO MFG. COMPANY
DUDLEY ST., PROVIDENCE, RHODE ISLAND

Mr. Dealer:

These gauges cost you \$4.00 per dozen f. o. b. 126 largest cities.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pneum. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



It Will Pay You to Get Our Literature and Price

Three types of barrel pumps. Special five-barrel curb-pump outfit. Visible measure glass dome attachment, which can be attached to curb pumps now in use.

THE GROETKEN PUMP COMPANY

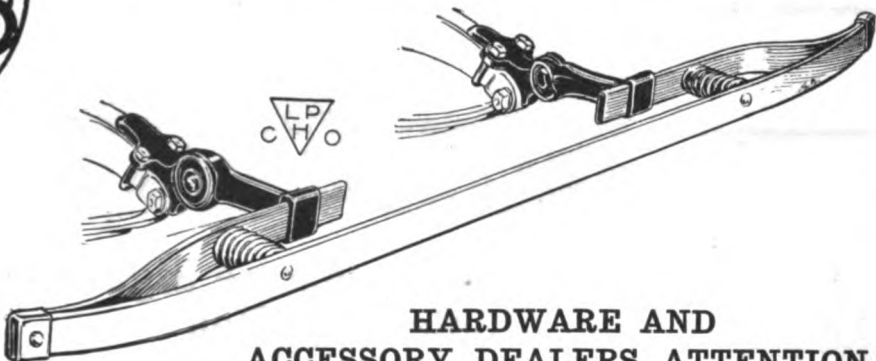
Aurora, Illinois



HALLADAY BUMPERS

THE PROGRESSIVE, PROFITABLE LINE

The New Multiple Spring Bar Bumper



HARDWARE AND ACCESSORY DEALERS ATTENTION,

Our line of Bumpers is complete with fittings for front and rear of all cars of standard or special construction. Write today for our new catalog of bumpers and automobile accessories.

L. P. HALLADAY CO., Streator, Ill.

DISTRIBUTORS

Ash & Co., 16-24 W. 61st St., New York City
E. L. Thompson Co., 817 Boylston St., Boston
Gray-Heath Co., 1440 Michigan Ave., Chicago

Sanford Brothers, Chattanooga, Tenn.
Southern Distributors

Norman Cowan Co.
Pacific Coast Representative
433-35 Rialto Bldg. San Francisco, Cal.

WHERE YOU STAND IF SOMEBODY GIVES YOU AN OPTION TO BUY MERCHANDISE

(Copyright, by Elton J. Buckley.)

So many business people don't seem to clearly understand what their rights are under an option to buy something, and the loss through not knowing is so considerable, that it may help some if I devote a little time to clearing up the matter.

Some options to buy goods are legal, binding, enforceable contracts, while others aren't worth the breath that it takes to utter them, or the paper they are written on.

I heard a man give another one an option the other day which was as worthless as anything could be. Since both were practical strangers to me, I of course had no call to intrude myself into the matter. Still, I would have liked to.

It seems to me that the two men had been dickering over some merchandise worth about a thousand dollars. Finally, the seller said to the buyer: "I'll name you a price of \$1.65 and give you an option on the lot until next Monday morning at 10 o'clock. If I haven't heard from you in the meantime, the deal's off."

Doubtless the prospective buyer thought he had something, but he had nothing. That option was not in the least binding and the seller could sell the whole lot five minutes after that

conversation with perfect impunity. It was not binding because it is as firmly fixed as the rock of Gibraltar that an option, to be binding, must either be in writing and under seal, or must have consideration. "Under seal" means simply having a symbol after the name which is intended to stand for a seal. Any symbol which is intended for a seal will do, and if there is a seal there doesn't need to be consideration. "Consideration" means that something must be paid for it.

If an option has consideration it can be verbal or written, and there is then no need of a seal. It would have consideration if the buyer in the above case had said, "I'll give you a dollar for an option on those goods until 10 o'clock next Monday morning." The dollar would be sufficient consideration. As a matter of fact, almost anything with a value is sufficient consideration.

If there is a seal, or consideration, the option is a valid, enforceable contract, and if the seller parts with the goods in violation of it he is responsible to the seller in damages.

I have met quite a number of cases where somebody would get an option on certain goods for a certain time, and then go out and see if he could sell them at a profit. His idea was, if he could resell them, to exercise his option, but if he could not resell them, to let the option slip. If the option in such a case has not been

**FREE
TO
DEALERS**



**FREE
TO
DEALERS**

Let This Big Handsome Sign Make Sales For You

This beautifully lithographed window sign reminds all motorists that Tire-Doh is the best tire repair medium. It tells them to buy an outfit—tells them just at the right time—when it is easy for them to step into your store and buy it.

Over 1,000,000 Steady Users

have found that Tire-Doh is the most effective and economical repair for inner tube punctures and blowouts.

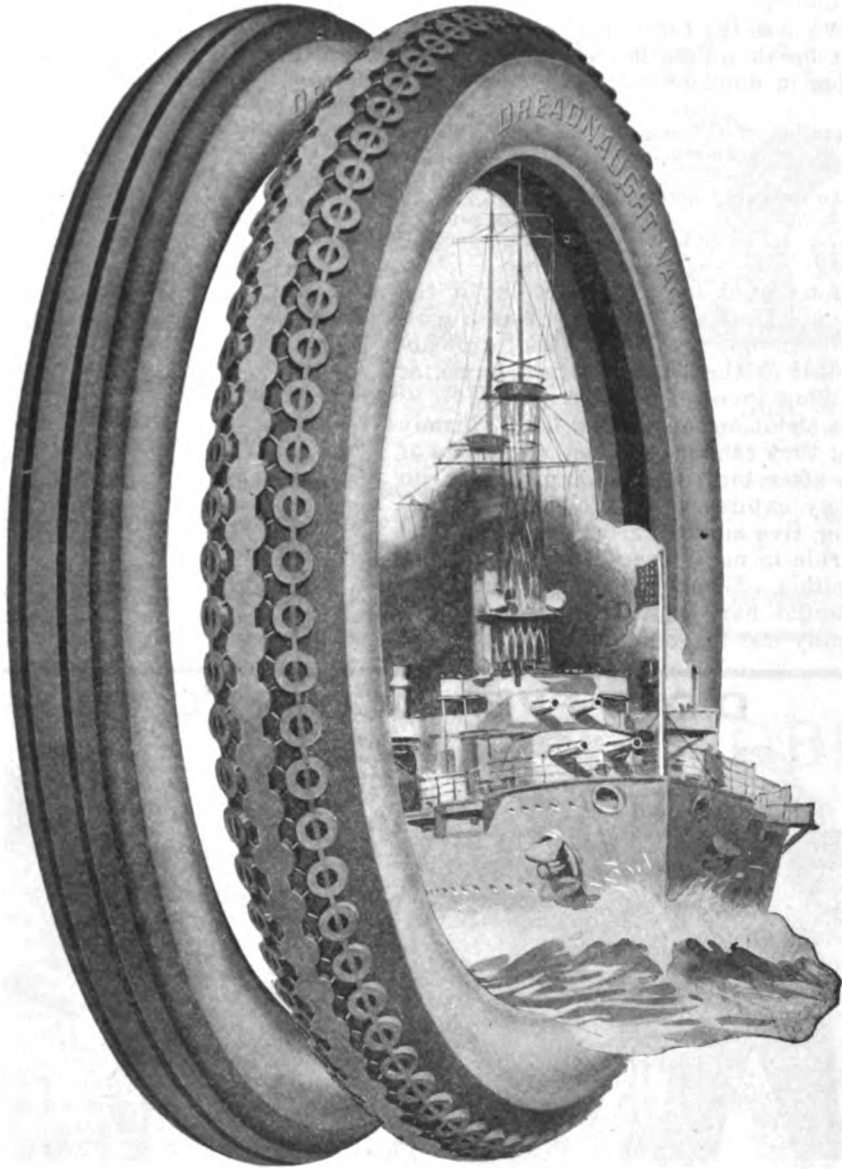
Our national advertising in the leading national, sporting and farm publications will help to move Tire-Doh faster than ever this year. See that you have plenty on hand to supply the demand. And use our free advertising helps. Let your customers know that you sell the only genuine Tire-Doh.

Big Profits For You

Write now for special proposition to dealers and samples of free advertising helps.

ATLAS AUTO SUPPLY COMPANY, 602 W. Austin Ave., Chicago, Ill.

FOR THE 1918 SEASON



And Super-Dreadnaught Inner Tubes

WITH A FULL LINE OF

Automobile Accessories and Supplies

DUNHAM, CARRIGAN & HAYDEN COMPANY

San Francisco, California

obtained in a way to make it binding, the buyer may find himself a heavy loser, not only as to the profits he would have made had his resale gone through, but also by having a number of violated resale contracts on his hands, on which, if he does not deliver the goods he has sold, he is liable in damages.

I will give here the form of an option which nobody can break unless he wishes to make himself liable in damages:—

Date.....
In consideration of the sum of one dollar, the receipt of which is acknowledged, I hereby sell to an option to purchase the following merchandise until..... at a price of—(description of merchandise).
Signed.....(Seal)

There is no need to pay the dollar if the seal is present; I merely included it as a matter of form. An option taken in this form cannot be revoked by the seller before its time, or violated without giving cause for action.

One rule about options which is also firmly fixed is that they cannot be taken advantage of one minute after the time has expired. If an option to buy expires at 10 o'clock on a certain morning, five minutes after ten is too late. Under the rule in many cases, there is no way of escaping this. I remember one recent case that was fought hard through several courts, but was finally lost by the holder of an option.

In that case a manufacturer of fertilizer gave a buyer an option on "700 to 1,000 tons of acid phosphate at buyer's option, quantity to be declared August 15, 1915." This meant a flat contract for 700 tons, with the right in the buyer to get 250 tons more if he said so not later than August 15th.

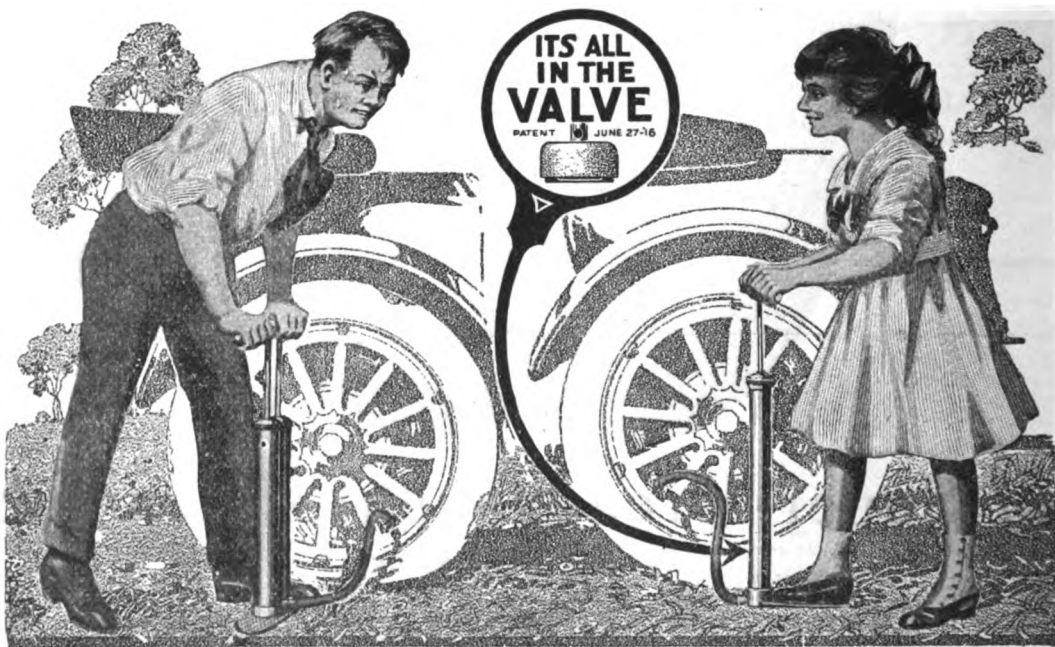
The buyer in this case didn't say so until August 18th. August 15th fell on Sunday, which extended the time until August 16th. Instead of taking advantage of it on that day, the buyer let it go for two days and then said he wanted the 250 tons. But meanwhile the market had advanced and the seller said no. The buyer thought all he needed to do was to exercise his option within a reasonable time, and two days, he contended, constituted a reasonable time. The court said it was not a question of reasonable time, when an option said it expired at a certain date; it must positively be exercised within that time. Read this from the decision:

"There was a sale of 700 tons, with an option permitting plaintiff to demand delivery of an additional 250 tons or any part thereof. It was to be acted upon August 15th, or as that day fell upon a Sunday, the 16th at the outside. It was not exercised on either date, and the right ended.

"The letter written by the buyer dated August 16th, it is averred in the affidavit of defense, was not deposited in the mail until August 18th. The option having expired, this letter was in the nature of a new order. It was not accepted by the sellers and their silence did not make a new contract or prevent the expiration of the option."

The sum lost by this buyer because he did not speak Monday instead of Wednesday was \$1575. In other words, the market on his 250 tons had advanced that much and he had to pay that bonus when he bought.

DID IT EVER OCCUR TO YOU?



He: Curse my luck, can't see why they put a pump like this in such a good car.

JOBBERS DEALERS USERS
MORE ROSE PUMPS ACTUALLY PURCHASED BY DISSATIS-
FIED USERS OF OUT-OF-DATE PUMPS LAST YEAR
THAN ANY OTHER PUMP IN EXISTENCE
There is a Reason. Find out yourself. Write for a sample.

She: Gee! I'm glad Dad bought this ROSE PUMP or I'd sure be stalled.

J. E. HAWLEY & COMPANY
Manufacturers
HASTINGS, NEBRASKA
Rose Pumps, Grease Guns and
Fan Belts.

Here's Profit You Never Had Before
Cash in on the Demand We are
Creating for

KOR-KER Tire Treatment

It's a Time Tested Proven Success

Kor-Ker seals punctures instantly, and permanently. It ferrets out and stops slow leaks. Kor-Ker prevents under inflation—you dealers know what that means to the life of a tire. Kor-Ker is a preservative of rubber. We guarantee it will not injure tires, but on the contrary give them longer life. Motorists have tried Kor-Ker out and found it's made good under the most severe tests.

We have distributors in U. S., Canada, England, France, Russia, Norway, Sweden, Holland, Spain, Portugal, India, Egypt, S. Africa, S. America, Australia, New Zealand, Java, Philippines and Trinidad.

[We are advertising KOR-KER for you in
25 leading magazines]

There's a big, liberal profit in it for you. But first make us prove to your own satisfaction that we've got the goods. Then let us tell you what other dealers are doing with Kor-Ker. *We invite the most thorough investigation.*

ALCEMO MFG. COMPANY, 101 Bridge Street, Newark, N. J.

ALCEMO MFG. CO.
101 Bridge St., Newark, N. J.

Please mail me your book
and your dealer
proposition.



KOR-KER Tire Treatment

Driving Nail Into Tire Treated with Kor-Ker Tire Treatment. This is the strongest proof anyone can ask and will convince the most skeptical.

"NO-LEAK-O"



Write for Booklet W. Ford size and under 50 cts.
AUTOMOBILE ACCESSORIES CO., Baltimore, Md.

Have You a Motor?

LOOK! See that groove controlling the oil! The groove full of oil forms a dam. Gas cannot get down, surplus cannot get up. That's why motor has more power, no carbon. **ISN'T THAT A REASON!**

WILLIAMSON'S LIGHTNING HEALING POWDER

JOBBER AND DEALERS.



Test Williamson's Lightning Healing Powder against any gall cure made on two horses with equal raw galled sore necks working horses. Orders prepaid at \$3.00 per doz., paid for when sold. Jobs at \$4.00. Retail at \$6.00.

Direct **WILLIAMSON MFG. CO., Sheffield, Ill.**

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.

1451-53-55 Michigan Ave.,
Chicago

Cleans
and
Polishes

LIQUID CEDARWAX



**Furniture, Hardwood Floors
Interior Woodwork**

made clean and bright with one operation. Every household needs it.

There's a good profit for every merchant.

For special introductory offer to dealers write

THE CEDARWAX CO.

1123 Story Building Los Angeles, Calif.

Practical Helps in Ad Writing

(By J. W. Carlin)

TO MAKE SURE that our ad will be seen, we must "lay it out" in a manner that will attract attention, and begin it with words which will compel interest. Then let's word it carefully, and print it sensibly, so it will be read—and if it rings true, it will be believed.

Some advertisers seem to think that all they have to do is to run out into the middle of the road and shout "Stop!" and the world will halt and listed to them. You see ads headed in glaring type with such words as "Stop!" "Look!" "Important," and so on. But you've seen so many of them that you usually pass them by without bothering to see what they are talking about.

Like An Electric Switch

The best heading is one which actually leads the reader into the subject of the advertisement; like the electric switch, it makes a connection through which your current of selling-talk will flow with force and effect. S. Roland Hall, in his recent book on "How to Write an Advertisement," says that when a farmer comes to town and wants to advertise a mule for sale, he goes to the office of the local paper, and writes an ad headed like this:

Good Mule For Sale

Then he proceeds to tell about the mule—his age and size and where he can be seen, and, perhaps, the price. Now that is a good ad, because the man who wants to buy a mule will surely read it when he sees the heading, "Good Mule for Sale." But some other man, who thinks he must be "clever," even at the sacrifice of being clear, will probably start off the mule ad with a line like this:

He Never Kicks

Many readers who might buy a mule will pass his ad without reading it, because they won't know it is about a mule. If they read it, they will, perhaps, be suspicious, fearing that a man who will state positively that a mule never kicks, might also misrepresent in other ways about the mule.

Don't Be Too Clever

Too much smartness, either in wording or type, causes lack of confidence. People may read your ad and say "that certainly is a clever advertisement!"—and then not buy from you. You don't care if they don't even realize that they have read your ad, so long as they buy your goods. In my own experience I have noticed that whenever my friends come to me and say "that was a fine ad you had in the paper today," that ad hardly ever pulls as good

results as some other ad upon which they never think to compliment me—because in it they see only the merchandise, and not the ad itself.

Put all the punch you can into your headline; when you throw that switch to start the live, pulsating current of sales-talk, throw it hard!

This Headline an Ad in Itself

For instance: "Don't Envy a Good Complexion; Use Pompeian and Have One!" That line is an ad in itself! The very force of it puts the reader in a frame of mind to want to believe what follows.

Sometimes it may be worth while to be "fancy" in the way you have your headings set up, but usually the plainer you make them the better, and don't ever let the message be obscured by your desire to achieve some clever or fancy effect of typography.

"Better Business Bureau"

is a far better head than

**BETTER
BUSINESS
UREAU**

In the first case you are not conscious of the type or the words, but only of the sense. In the second case your attention is distracted from the name to the fact that the ad writer is a clever contortionist with words. The second example requires some effort to read; and whenever you make a thing hard to read, you lessen the number of people who will read it, and you lessen the tenacity with which it will cling in their memory.

In a recent issue of the Inland Printer I came across this example of typographical gymnastics:

**A
ADVERTISER**

**A
M J. G. Willis, Prop.
S Adams, Mass.**

How many people will take the trouble to read it? How much better to have been plain and straightforward—like this:

**ADAMS ADVERTISER
J. G. Willis, Proprietor
Adams, Mass.**

Don't ever fool yourself into thinking that people are going to work out a rebus to find out who you are and what you sell. They won't do it.—Team-Work.

G. A. Serfling has sold his interest in the Sanger Hardware Co., at Sanger, Cal., to O. J. Hudson.

Extra-Profit Offer For "Clean-Up and Paint-Up"



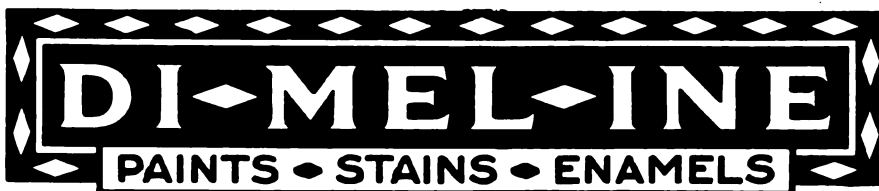
Assortment packed in two cases complete with Enameloid Color Chart, Outdoor Signs, Posters, Price Tickets, Souvenirs, etc. Shipping weight 275 pounds.

DI-MEL-INE is the one *national* line of exclusive popular priced Home Paint Specialties in Full-Size, Full-Measure, handy household cans for fixing up jobs around the farm and home.

Dealer's Spring Assortment 360 Cans, 29 Colors, \$33.00

EXTRA-PROFIT offer gives you this complete, compact stock at the special assortment price, and 3 dozen FREE goods as below—a total of 33 dozen for \$33.00—retails \$59.40—profit \$26.40. That's a liberal margin on merchandise that gives you a *quick turnover* with no waste; no dead stock.

15
Cts.



15
Cts.

A quick seller and a *steady repeater*. The demand is active all the year—from January to January again.

A limited, well-selected color variety. Full-Size, Full-Measure U. S. Standard cans with liquid quantity printed on labels.

Your Extra Profit of \$5.40 is in the Box

Dark Oak VARNISH STAIN is the best seller in the line—everywhere; all the time. This box of 3 dozen cans is entirely FREE as \$33.00 is the special price for the 30 dozen assortment only. YOU sell these 36 cans for \$5.40, which is **all profit**.

Freight allowance 2%, Cash Discount 2%, makes **assortment \$31.69, Net Cash, P. O. R. New York**. 60 days or 2% - 10 on mercantile rating or trade references.

Fill-in orders for any color at Open Stock price \$14.40 gross; terms the same. **Write for circulars and discounts on 5-10 gross shipments.**

MAIL YOUR ORDER TODAY

COLOR LIST

PREPARED PAINT, Flat White, Gloss White, Pea Green, Dark Green, Red, Brown, Olive Green, Colonial Yellow, Gray, Sky Blue, Gloss Black (11 colors).
VARNISH STAIN, Dark Oak, Light Oak, Cherry Red, Walnut, Mahogany, Rosewood (6 colors).
SCREEN ENAMEL, Black, Green (2 colors).
STOVEPIPE ENAMEL, Iron Black.
FURNITURE VARNISH (above in full half-pint cans, 21 colors).
ENAMEL PAINT, White, Bright Red, Light Green, Light Blue, Dark Green, Dull Black, Jet Black (7 colors (full quarter-pint cans)).
GOLD PAINT.
ALUMINUM PAINT (full eight-pint cans).



These are days of Thrift which means economy in little things to save for Liberty Bonds, "W. S. S." and the increased cost of living. People will not pay 25c, 30c, or more, for a can of Paint, Stain or Enamel to do some ordinary fixing-up job around the place, when 15 cents buys a full-measure can of DI-MEL-INE containing *the same quantity* of satisfaction-giving material. That the market for DI-MEL-INE. It's in your town; *in your store.*

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Woodenware & Paper Co., Oakland, Cal.

MORTAUX PAINT MFG. Co.
169-173 Second Avenue Brooklyn, New York

New Goods and Specialties

A NEW LAWN MOWER

The Rotary Mfg. Corp., whose address is in the Occidental Building, Indianapolis, Ind., are preparing to place on the market the Hare Perfection Mower which is of the Rotary type and one of the principal claims made for it is that it will cut grass or weeds of any type.

It is simple in construction and it is said that there is nothing about it to get out of order and it is extremely easy to push.

The inventor is W. W. Hare of Noblesville, Indiana, who has spent several years working on the invention, and a model of it was on exhibition at the Indiana Hardware Convention recently where it attracted much attention.

The Mower is built on the same general lines of an ordinary lawn mower with the exception that instead of the knives running parallel to each other as in the

usual mower, they are made in the form of a circular disc which revolves over a cutter guard. On this plan the grass is cut much in the same way the field mower mows hay.

The machine will cut directly up to foundations, posts, walks, or under fences or flowers and eliminates the use of a sickle or pulling grass.

In other words, it cuts the grass ahead of the mower. The Rotary Mfg. Co. will be glad to give further information to any of our readers upon request.

PUTTING GREEN SWEEPER

The Pennsylvania Lawn Mower Works, Philadelphia, Penn., have placed on the market a new article, a Putting Green Sweeper for removing worm casts from the greens.

By the substitution of three brushes for the steel toothed rakes they have converted their Pennsylvania Lawn Cleaner and Rake into a very efficient device for removing worm casts from putting greens without injury to the turf, and in about one-tenth the time consumed by the usual methods.

The brushes are made of a combination of high grade fibres set in hardwood head, made to interchange with the steel toothed rakes of the Pennsylvania Lawn Cleaner and Rake.

Provision is made for adjustment to take up the wear of the brushes, thus insuring the same efficiency of the sweeper until the brushes are entirely worn out. The sweeper can also be used as a lawn or sidewalk cleaner for removing leaves and other litter.

They will be glad to give full information to any of our readers upon request.

R. E. Holloway and P. O. Spittler have purchased the stock of Hook Bros. at Perris, Cal., have leased the Hook Bros. building and will continue the business at the former location.



One Section of the Brush.



QUALITY

PAINT

PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

Manufacture A Complete Standardized
Line of High Grade Paint Products

THE BRININSTOOL CO.

LOS ANGELES.

WHAT DO YOU KNOW ABOUT STEEL WOOL?

That is a question that was asked us recently. While in a general way everyone who has to do with the hardware trade knows what steel wool is, perhaps they

don't know the many uses for which it is designed, or the opportunities that exist for merchants in making sales.

Recently the American Steel Wool Co. have undertaken a campaign to educate merchants, as well as consumers, to the economy of using steel wool, and with that end in view they have prepared a new package 2 3/4 inches wide by 7 inches high that will retail for 10c. east of the Mississippi River.

It is adapted for sale in hardware, sporting goods, auto accessory, house furnishings and various other lines of retail stores. It is the outgrowth of twenty years' experience, and is adapted for a variety of uses in the home, office, factory, store, ranch and shop. The American Steel Wool Co. have prepared a series

of selling helps, cut out window display and counter signs, which are very attractive, and are sure to bring an increased demand.

It is especially adapted for cleaning cooking utensils and is a sanitary cleanser. No gloves are necessary in using, as its long fibres of genuine tempered steel play havoc with dirt, mud, and with all uncleanness of home, factory, dairy and outdoors. It is wooled to a silky softness, and is adapted for cleaning, smoothing and polishing.

Removing dirt, mud and rust from farming utensils, garden implements and tools; from golf clubs and guns; from autos, bicycles, carts, wagons and trucks.

Eliminating old coats of paint, varnish, Japan, shellac, etc., rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever, the object is that needs to be cleaned, smoothed or polished, American Steel Wool is essential and incomparable.

Many of the large department stores, as Macy, John Wanamaker and Marshall Fields, are handling Steel Wool.

The American Steel Wool Company of 451 Greenwich street, New York, will be glad to give

full information to any of our readers upon request.



Noah's Pitch

A PLASTIC
FIBROUS CEMENT

FOR EVERY LEAK!

SELL NOAHS PITCH FOR EVERY LEAK

Here's a Carey Staple that makes good-will for the Hardware Man. Always handy to have around the house. Every customer a prospect.

Noahs Pitch stops leaks in all kinds of roofs, skylights, ventilators, chimneys, gutters, silos, tanks, boats, etc.

Wherever there's a leak, use Noahs Pitch!

Preparedness is in everybody's mind. Suggest Noahs Pitch. Easily put on with trowel or ordinary knife. Comes in big-mouthed cans holding one pound and up.

Dealers who do not know Noahs Pitch are invited to write for generous sample.

THE PHILIP CAREY COMPANY, 232 Wayne Avenue, Cincinnati, Ohio

HANDSOME CATALOG OF HARDWARE STORE FIXTURES.

What is most assuredly the most attractive catalog of hardware fixtures ever viewed by the writer was received the latter part of last week from the Duluth Show Case Company, Duluth, Minn.

From all standpoints of make-up, workmanship, illustration, and copy it would be difficult to imagine a booklet more complete or having more value to the merchant interested, as all present day merchants are, in the problems of displaying merchandise.

The book is of the loose leaf type, staple bound between attractive covers, is printed on a high grade of calendared paper, and is filled with more than one hundred two color reproductions from actual photographs of the hardware display cases of different styles, sizes and types which the company manufactures.

The necessity of modern fixtures is interestingly treated in the fore part of the book. Immediately following is a discussion of the general details of construction of the "Duluth" sectional hardware store fixtures. An interchangeable unit system is the feature of the products of this company.

More than one hundred pages are then devoted to illustrations in two colors of various combinations of these several separate units, revealing modern methods of displaying all the various lines which are included in the ordinary hardware stock. The list of units which comprise each complete combination shown is given, together with the list price on the same f. o. b. Duluth. Store ladders and floor show cases are also illustrated, described and priced.

Every hardware merchant who is interested in the matter of making his store as attractive as possible, and in the conservation of space with a corresponding speeding up of sales, should find this catalog a text book on the subject which would well repay several hours of serious consideration.



NOTHING LIKE THE SAM-E-KAR

If you are looking for an article to sell to children, something that has points of merit and superiority over all similar kiddie cars, that has proven a rapid and popular seller, as well as an article that brings a good profit for the merchant, the Sam-E-Kar will please in every particular. It is made of white cedar, wheels of hard maple, crowned on the face and dished, roller bearing wheels and all steel axles; a car in which there is absolutely no dead center, coasting freely backward or forward without any movement of the driving handle, easily operated, neatly and attractively finished.

Many jobbers are stocking these Sam-E-Kars and report a big sale. Among them are the Z. C. M. I. Co., M. Sells & Co., Pacific Woodenware & Paper Co., Hoffman Hardware Co., Chas. A. Bacon & Co., and others. Baker-Smith Co., selling agents, will be glad to give further information to any of our readers on request.

Arthur W. West has succeeded Schilling Bros. in the hardware and implement business at State Center, Iowa.



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

**Paints, Colors, Varnishes, Lubricating
Oils and Greases**

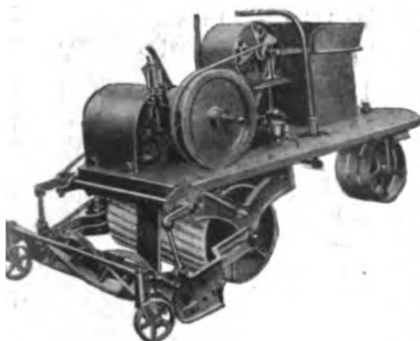
JOBBER

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

CUTTING THE COST OF CUTTING GRASS



The 1918 Milbradt Power Lawn Mower solves the problem of beautifying Country Estates, the Golf Clubs, Parks, etc., with the present shortage of labor, as one man can keep the lawns tidy and trim at trifling cost and have plenty

of time for other work. This machine cuts low or high grass or weeds on the roughest ground. It is so constructed that it positively will not roll down or harden the ground. Simple in construction and economical to operate. The Milbradt Power Lawn Mower is backed by a strong guarantee as to workmanship and performance and their descriptive circular will be sent free upon request. There is an opportunity in most every community to sell one or more of these machines. They will ship to responsible parties on approval and if not satisfactory can be returned at their expense. Investigate your field and write Milbradt Mfg. Co., 2414 North Tenth St., St. Louis, Mo.

B. J. Staats Hdwe. Co. are the successors to Wilson & Cooke at Oregon City, Or. The management will be in the hands of Mr. Staats, who has been connected with Wilson & Cooke for many years. The hardware and implement line will be added to. The officers of the corporation are J. J. Cooke, president; E. J. Myers, treasurer, and H. J. Staats, secretary and manager.

NEW WINDOW DISPLAY CARD



The Paint Department of the Joseph Dixon Crucible Co., Jersey City, N. J., have had printed for their dealers an attractive new display card in five colors for use in window displays and hanging inside the store.

This card as shown here, pictures the various uses for Dixon's Silica-Graphite Paint such as for structural work, buildings, bridges, piping, tanks, stacks, boiler fronts, iron fences and other metal or wood work in need of a protective paint.

Dixon's Silica-Graphite Paint has been made for over fifty years in First Quality only and four colors. It is the longest service paint known and because of this costs less per year of service.

In their house organ "Graphite" the Joseph Dixon Crucible Company publish from time to time testimonials and articles of interest that will help dealers sell more paint. They will be glad to see that all dealers interested get it regularly if you so write them, Dept. 230B.

WHO MAKES THIS SPRINKLER?

A. G. Webster & Sons Ltd., one of our subscribers of Hobart, Tasmania, advise us that they are looking for information regarding a sprinkler, which they imported from America fifteen or twenty years ago.

It was of the butterfly or spinning type, and when the spinner was fixed on the central pivot it threw a complete circle, when moved on to a pivot on one side or the other it threw a half circle. It was finished in nickel.

Do You Know Any Paint as Good?



Painters' Pure Paint

100% PURE

FORMULA

556 Outside White Base

Pigment

| | | |
|---------------------------|-----|---------|
| Cal-Pa-Co Pure White Lead | . . | 66 2-3% |
| Cal-Pa-Co Pure Zinc Oxide | . . | 33 1-3% |

Liquid

| | | |
|---------------------------------|-------|-----|
| Cal-Pa-Co Pure Linseed Oil | . . . | 90% |
| Cal-Pa-Co Pure Turpentine Dryer | . . | 10% |

**EVERYTHING
RELIABLE
IN PAINT**

**Manufacturers
Since 1865**



CALIFORNIA PAINT COMPANY

Oakland, California, U. S. A.

Secure the Exclusive Agency

JOBBERS

Hammond Lumber Co.
Kelly Thorsen Co.

Los Angeles
Portland

Stayner & Daly
S. S. Underlien

Salt Lake City
Bellevue, Washington Salesman



GEORGE W. GEAUQUE, President

NEW PUMP AND SUPPLY HOUSE IN SAN FRANCISCO

Announcement is made in this issue of the Pacific Pump & Supply Co., a new enterprise which has been organized by Messrs. Geo. W. Geauque, S. W. Russell, W. F. Ledwidge and J. H. Reedy, all four of whom were for many years connected with Pacific Hardware & Steel Co., and each having had an extended experience in these lines.

Mr. Geauque, president of the new institution, was manager of the pump, windmill and brass goods department for fourteen years, previous to which time he was secretary of the Pacific Pump & Windmill Co. There is no man connected with the trade who is better and more favorably known than he.

His associates, Messrs. Russell, Ledwidge and Reedy, have each had an extended experience, specializing in these lines, and the new organization is well fitted in every way to serve the trade well throughout the territory in which they will operate.

They extend a welcome to the trade to write or call on them at their headquarters, 853 Folsom street, San Francisco.



W. F. LEDWIDGE



S. G. RUSSELL



J. H. REEDY

WHITE MOUNTAIN REFRIGERATORS

A book covering the theory and practice of Quality Construction in the manufacture of refrigerators is "In a nut-shell," the small "White Mountain" refrigerator booklet now ready for distribution by the Maine Manufacturing Company of Nashua, N. H., makers of the famous "White Mountain" line. The line nationally advertised as "The Chest with the Chill in it."

This booklet is really an abridged edition of the large White Mountain Catalogue, and will be sent on application to every well-rated Furniture House in the country.

It is printed on a special run of Bible paper (a clean, strong, thin paper, same as used in the up-to-date dictionaries and encyclopedias) to permit mailing with letter or statement without increasing postage.

This attractive booklet illustrates and describes in detail the construction of the wonderful "Duplex" Ice Grate, used only in White Mountain Refrigerators, and takes up item by item refrigerators with provision compartments in the special "Pure Baked White," the One-Piece Seamless Porcelain Construction, and the only compartment made of Genuine Natural Stone from the Quarry.

This new 1918 booklet in colors is strong and interesting, and will be mailed promptly to the trade upon request.

L. L. Bryan, Fortuna, is materially adding to his stock of hardware, implements and auto accessories.

J. E. Benson, Americus, Kan., has purchased the hardware and implement business of F. E. Mouse.

CLEAR THE TRACK
FOR THE

SAM-E-KAR

It has come to the front so fast there is no stopping it.

Something new! It's different! In a class by itself.

**A CHILD TWENTY MONTHS OLD
CAN OPERATE IT**

A man weighing two hundred pounds can ride it—practically unbreakable.

The **SAM-E-KAR** operates on a slight or full stroke of the driving handle forward and backward, like rowing a boat. No dead center. An entirely new patented mechanical driving device applied to a new designed child's car.

If Your Jobber Can't Supply You, Write

BAKER-SMITH COMPANY

Sole Sales Managers

Rialto Building, San Francisco, California

Adjustable to
age of child.
Affords pleas-
ant, healthy ex-
ercise.

Packed
six in
box.
Shipping
weight
96 pounds
to dozen.



Retail
Price
\$5.00

Roller Bearing Wheels and All Steel Axle

EASTERN SALES REPRESENTATIVES

ROLPH MILLS CO.

332 S. Michigan Avenue, Chicago 18 Broadway, New York

PROTECTIVE PAINT FOR ELEVATORS

"Graphite," the house organ of the Joseph Dixon Crucible Company, Jersey City, N. J., shows the Great Eastern Elevator, Buffalo, N. Y., and the elevator and steel tanks of the Pioneer Steel Elevator Co., Minneapolis, Minn., both of which are protected by Dixon's Silica-Graphite Paint. On the former this paint has given eleven years' service, and on the latter the paint has been on since 1912 and it has not yet been found necessary to repaint.

On account of the size of such structures the paint is subjected to more severe conditions than when used on surfaces better protected from the elements. On elevators the damp grain dust which is deposited on the surfaces is especially conducive to corrosion unless the paint is of the highest quality.

Elevator companies in figuring the cost of paint should decide that the only correct way is to determine the number of years of service and divide same into the price of the paint, plus labor cost. By this method they will discover that Dixon's Silica-Graphite Paint is the lowest cost paint for exposed surfaces per year of service.

It is a satisfaction to the user to know that no matter how high the cost of raw materials will go, the Dixon Company will not use any pigment other than its unrivalled flake silica-graphite and the best boiled linseed oil obtainable.

WHY WE ARE IN THE GALL CURE BUSINESS—JOBBER'S AND DEALERS

We tested all makes of gall cures. Found none cured raw galled sores working the horses.

Williamson's Lightning Healing Powder cures raw galled sore necks, working the horses in three applications or dealer refunds the money. One gross or more sent any jobber in U. S. express prepaid. Our

goods their security as to curing quality, as they pay us when sold.

Reason sold through hardware trade is more men gather there than any other stores in town. All our remedy put up dozen in display box. Self-seller sets on show-case.

We refer you to Townley Metal Hardware Co., Kansas City, Missouri; Blish, Mize & Sillimann Hardware Co., Atchison, Kansas. Each has sold between 250 and 300 dozen—none returned. Dealers order at once from your jobber. Jobbers order from us at once. Cures keep every horse on the job. Where used stops humane arrests. Where used, self-seller direct. Williamson Manufacturing Co., Sheffield, Illinois.

NEW TYPE OIL GAUGE FOR FORDS

The Apco Manufacturing Co., of Providence, R. I., are directing attention to a new type oil gauge they say is what every Ford Auto is waiting for, as it cannot break, cannot leak, is absolutely accurate and dependable and can be easily read even at night.

It consists of a metal chamber containing a float with a rod extending out of the top with a white ball on the end of the rod.

The height of the ball tells the amount of oil. These gauges cost the dealer \$4.00 per dozen and can be obtained from leading jobbers throughout the country.

It has proven very popular with Ford owners and is in demand wherever it is known.

They will be glad to give further information to any of our readers upon request.

The capital stock of the Newberry Hardware Co., Alliance, Neb., has been increased to \$400,000.



Of importance to you—

here's what we
are telling
Hack Saw
users



An Epoch Making Event
in the Hack Saw Field

Starrett Hack Saw Chart

| MATERIAL TO BE CUT | NO. OF BLADES HAND FRAME | | POWER MACHINE | | | |
|----------------------------------|-----------------------------|--------------------------|------------------|-------------------|------------------|---------------------------|
| | All Hand | Pushin or Saw Back | Light Machine | Medium Machine | Heavy Machine | Extra Heavy Machine |
| Light Angles | 325 | 352 | 315 | 368 | | |
| Light Channels | | | | | | |
| Light Tee Iron | | | | | | |
| Light Ornamental | | | | | | |
| Heavy Angles | 405 | 500 | 115-B | 406 | | |
| Heavy Channels | 112 | | | 250 | 264 | 250 |
| Heavy Tee Iron | 112-B | | | 250-B | 264-B | 250-B |
| Light Structural | 112-B | | | | | |
| Heavy Structural | | | | | | |
| Iron Pipe | 100 | 252 | 115 | 268 | 250 | |
| Cast Iron Pipe | | | | | | |
| Brass Pipe | | | | | | |
| Solid Stock | 100-B | 250 | 114 | 252-B | 264-B | 250-B |
| Cold Rolled | 112-B | 250-B | | 258-C | 268-C | 250-C |
| Machine Steel | | | | | | |
| Tool Steel | 100 | | | 114 | 265 | 264 |
| Cast Iron | 112 | | | 215 | 262 | 250 |
| Brass | | | | | | |
| Sheet Metal Less than 18 gage | 252 | 250 | | | | |
| Over 18 gage | 300 | 252 | | | | |

Readers please see these given in the reading and on the back of the chart including the blades.

THE L. S. STARRETT CO., ATHOL, MASS., U. S. A.
THE WORLD'S GREATEST TOOL AND HACK SAW MANUFACTURERS

a chart awaits
your request—



The Standardization of Hack Saw Practice by Starrett

An enormous reduction in hack saw waste is now possible through the use of the Starrett Chart, which tells you just what saw to use in hand frame or machine to get absolutely the best results on every kind of metal.

Starrett Hack Saws

are made in a wide variety of sizes and flexibility, and of number, shape, and set of teeth,—veritably a saw for every conceivable purpose,—of Tungsten steel, properly hardened for their duty, with milled teeth of the right set.

Are you getting all the value that Starrett put into the saw? You will never know until you use a Starrett Hack Saw Chart as your guide. By the chart it is easily possible to select a saw that will give from 25 to 100 percent more in cutting power or endurance than one not suited for the job.

An indispensable help to every STARRETT HACK SAW USER—and the reason why every hack saw user should use Starretts. Send immediately for this most helpful chart. Printed on heavy card 5½ by 9 inches, eyeleted for hanging. Sent FREE. Use the coupon.

The L. S. STARRETT CO., Athol, Mass.
Please send me, without expense,
a Starrett Hack Saw Chart.

B F

Name _____
Company _____
Address _____

The L. S. Starrett Co., Athol, Mass.
World's Greatest Toolmakers

MANUFACTURERS OF HACK SAWS UNEXCELLED
NEW YORK LONDON CHICAGO

A copy of
chart free
to you —
use the coupon

**you
should
know**

**The Starrett Hack Saw Chart
will now guide both dealer
and user in their selection
of the proper blades**

The .22 Rifle For The Boy



Length Overall
38 Inches

Taken Down
25½ Inches

The *Remington* *UMC* Model No. 12 Repeater

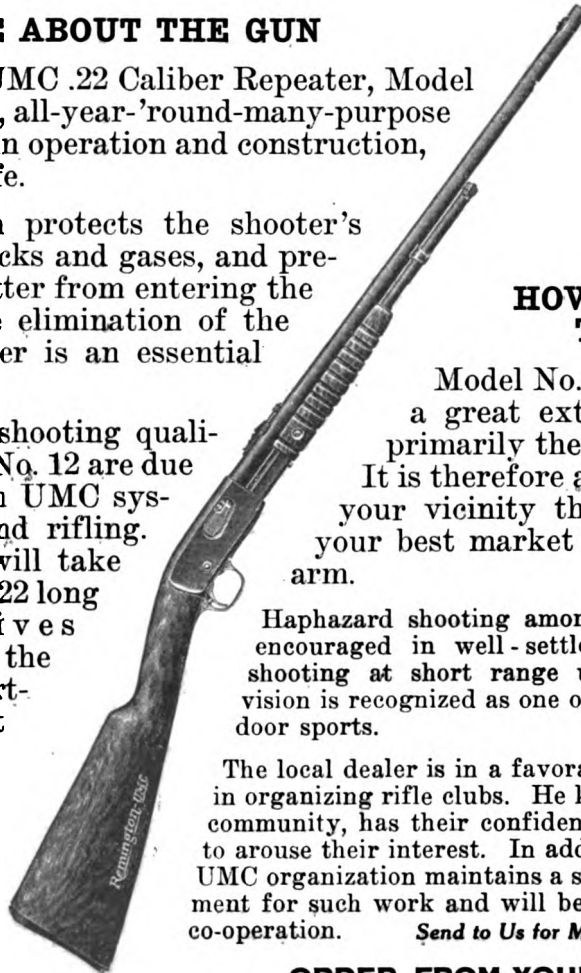
Shoots .22 Short, .22 Long and .22 Long Rifle Cartridges Without Adjustment Magazine of "Standard Grade" Holds 15, 12 and 11 Cartridges Respectively

MORE ABOUT THE GUN

The Remington UMC .22 Caliber Repeater, Model No. 12, is a handy, all-year-'round-many-purpose arm. It is simple in operation and construction, and positively safe.

The solid breech protects the shooter's face from blowbacks and gases, and prevents foreign matter from entering the mechanism. The elimination of the projecting hammer is an essential safety feature.

The remarkable shooting qualities of the Model No. 12 are due to the Remington UMC system of boring and rifling. While the rifle will take the .22 short and .22 long cartridges, it gives best results with the .22 long rifle cartridge for which it is more especially designed.



HOW AND WHERE TO SELL IT

Model No. 12, while used to a great extent by adults, is primarily the rifle for the boy. It is therefore among the boys of your vicinity that you will find your best market for this splendid arm.

Haphazard shooting among boys is not to be encouraged in well-settled districts. Target shooting at short range under proper supervision is recognized as one of the superior out-of-door sports.

The local dealer is in a favorable position to assist in organizing rifle clubs. He knows the boys of his community, has their confidence and can do much to arouse their interest. In addition, the Remington UMC organization maintains a special service department for such work and will be glad to lend its full co-operation.

Send to Us for Model No. 12 Rifle Folders

ORDER FROM YOUR JOBBER

The Remington Arms Union Metallic Cartridge Company, Inc.

Woolworth Building, New York City

Business Opportunities

POSITION WANTED.

Experienced plumber, steamfitter and sheet metal worker wants steady position. With hardware company preferred. Can figure or estimate all work. Tyrrell the Plumber, Devils Lake, N. D.

FOR SALE.

A good paying hardware business, will sell at invoice price, which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

POSITION WANTED.

In hardware store, where ability counts, with an opportunity to advance. Am 38 years old, married; have no bad habits. Have had five years experience in hardware and implement business. Can give best of references. Address O. H., care HARDWARE WORLD.

WANTED

Distributor for highest grade mechanics' tool chest. Advise lines handled, territory covered, class of dealers reached and commission wanted. Prefer established manufacturer's representative traveling several men. Address Union Tool Chest Works, Rochester, N. Y.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

FOR EXCHANGE

Three story modern brick hotel building in State of Washington; value \$65,000, incumbrance \$25,000; equity of \$40,000 paying 6 per cent; leased to good tenants who have occupied building since completed. Will trade equity for good hardware stock of equal value. A gilt edge proposition. "Washington," care HARDWARE WORLD.

FOR SALE.

I want to sell my entire stock of Sherwin-Williams Paints and Varnishes. Martin Engelhart, 2538 Lincoln Ave., Chicago, Ill.

POSITION WANTED

By a hardware man of five years' experience in hardware and implements. I am 38 years old, married, have no bad habits, can give best of references as to ability, character and honesty. Desire something permanent with a reliable house. Prefer Oregon, Idaho or Washington. Address X. Y. Z., care HARDWARE WORLD

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

A GOOD BUY.

Good clean stock of hardware—about \$6,000. Will sell at invoice.

The business is located in a lively city on Grays Harbor, Washington.

Sales from \$18,000 to \$20,000 a year.

Will stand investigation.

Address "U. H.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.



ROCK-A-BYE SWING #1
Retail Price \$1.50

PERFECTION ROCK-A-BYE SWING #2
Retail Price \$2.50

ROCK-A-BYE BABY CRIB
Retail Price \$7

PERFECTION PLAY-YARD
Retail Price \$7

These Products Are Selling by the Hundreds of Thousands

Do you realize that there are many retailers selling hundreds of Perfection Rock-a-Bye Products a month, who are banking hundreds of dollars profit monthly because they push the Rock-a-Bye line?

Are You One of These Retailers?

If not—why not? No similar line offered the retail trade during the last ten years presents such wonderful opportunities for profit-making. No similar line has ever been so extensively advertised in practically every magazine. No line has such a universal appeal, as almost every one of your customers is a prospect.

Bear This Fact in Mind:

Because customers are unable to buy Rock-a-Bye products from their retailers, they are sending direct to us thousands of dollars monthly, asking that we send Rock-a-Bye products direct to them.

GET THIS BUSINESS

You can get it if you carry the Rock-a-Bye line—and if you let people know you carry it by displaying the goods in your windows and mentioning them in your advertising.

WRITE TODAY! Ask About Our "Dealer Helps"—or see your Jobber

PERFECTION MFG. COMPANY

Department K, Corner Leffingwell and
Montgomery Streets
ST. LOUIS, MISSOURI

We Offer an Attractive Proposition to Live Representatives



CHILDREN'S TOILET SEAT
Retail Price \$2.25

THE HIGH CHAIR ROCK-A-BYE
Retail Price \$2.50

ROCK-A-BYE AUTO BED
Retail Price \$5.00 Retail Price \$2.50

ROCK-A-BYE AUTO SEAT
Retail Price \$2.50

Plumbing and Heating

"Show Me" Idea Too Often Neglected

(By Harry Gale Nye)

RIGHT at the outset I want it understood that when I eat my lunch away from home my table is my chair arm and I insult my tummy with a "hot dog and a mug of Java."

But when I get my spine against the rough bricks I can buy a cash customer a real dinner.

I did this one time recently and took the man to one of these onyx-columned joints where the prices are as high as the cooking is good and the chef never heard of gravy but puts messy sauces on things which makes a chap's alimentary canal produce a Culebra slide.

We picked a few things at random off of a menu which would have made Hoover hoove right at the table and then when we had finished there arose the question of dessert. Neither the man eating with me or I cared for dessert as we had seen too many flies caught on sticky fly paper to wake up in the middle of the night and cry for anything of the sort.

But the waiter came around with a large tray on which was displayed a couple of dozen French pastries and we both took a good look and fell. We each saw one which looked good and were soon messing around in its sticky innards.

We would not buy those things from the printed page of the menu.

We would not have bought them at the suggestion of the very attentive waiter.

But when we looked at them we fell.

My guest left me to keep an engagement and I stuck to the table to finish my cigar.

As I sat there the thought came to me that here was one of the best examples of salesmanship I had ever seen and following this thought came the one that the appeal to the eye—"The



show me"—idea was the most sadly neglected one in this whole game we fellows are playing.

There is such a thing as appealing to the eye when the printed advertisement will not make the sale and when the best sales argument ever memorized by a salesman falls on the ear like hail on a mansard roof.

How often does the traveling man miss a sale by not opening his sample case before he opens his mouth?

How often does the retailer miss a sale of tools or supplies because he does not properly arrange an exhibit of the tools he sells to attract the eye of the mechanic who comes in to buy something entirely different.

How often does the plumber miss sales who fails to frequently redecorate his window with attractive bath room fixtures or the things he sells to the general public

Some of us have stores where it sells by the front foot and others where it smells by the back yard but it makes no difference where your store is located, you can not afford to neglect the display which appeals to the eye.

That "show me" possesses one of the essential attributes of Deity in that he is everywhere.

There are men who care little for reading, there are oldfashioned men who still wear suspenders and bunches of cotton in their ears, but every man who earns or spends a dollar looks and you can reach him in this way when he is as deaf as Pharaoh's mother, to all other appeals.

One-half the business of the world is done by making men realize a want they did not know existed in their lives; the telephone, the automobile, the yearly vacation, the dress suit, the buttons on the back of your sleeves are all examples and this thing of showing a man his needs is the basis of all forms of advertising.

Then there is just one other thought in the whole thing.

It is well worth while to study the ideas and business methods of other lines to see if they can not be applied to your own business.



The Demands

of the most
exacting
architects
and builders
are admirably
met in our

FAULTLESS

PLUMBING and HEATING SUPPLIES



M. L. Kline

30 Years Wholesaling Reliable Plumbing and
Heating Supplies in Portland

84-86-87-89 FRONT ST., PORTLAND, ORE.



SMOOTH-ON

IRON CEMENT No. 5

For making hub joints on cast
iron soil pipes, gas and water
mains.

EASY TO APPLY

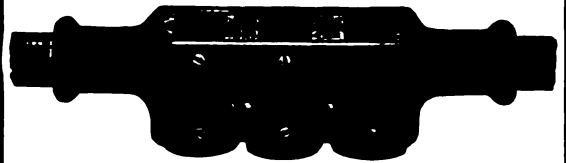
Difficult joints quickly and
easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

The TRIO Idea



Sell yourself on the Trio idea and
you will have no trouble selling these
tools to your customers. Read this ad-
vertisement for selling points.

The Trio contains

THREE CUTTING SIZES

of Little Giant Pipe Dies. These Dies
are adjustable, can be removed from
the stock for sharpening and are re-
versible to cut threads on a pipe close
to a nipple or wall.

TRIO DIE STOCK

No dies or bushings to lose, no
changing of dies. The buyer selects the
three cutting sizes he most commonly
uses. He can have extra sizes if de-
sired. Then if he carries his Trio in
his kit he is pretty liable to have the
right cutting size right in the stock all
ready to use.

You can see the advantage. Could
you sell Trios?

Ask for further information, prices,
etc., and samples of envelope stuffers
furnished to dealers free.



A Trio of Happy Trio Users

Greenfield Tap & Die Corporation
GREENFIELD, MASS.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



But having studied them if they are not put to any use it is so much mental labor lost.

This idea here for example. If you do not put it to work for you, the time you have spent reading it has been absolute waste.

Think that over.

Lots of fellows have looked over the edge of Brooklyn Bridge and *thought* about how easy it would be to go over, but Steve Brodie *jumped*.

No one knows who those other fellows were, but Steve is remembered yet and that jump must have been twenty-five years ago.

"IL NE PASSERONT PAS"

"They shall not pass!" the Frenchman said,
 "They shall not pass while blood is red;
 Not while our France can hold its dead;
 They shall not pass!"

"They shall not pass!" the echoes rang;
 And up to arms a million sprang,
 Like one who shouts an army sang
 "They shall not pass!"

"They shall not pass!" so rang the cry,
 "They shall not pass while heroes die;
 We are not French if they go by.
 They shall not pass!"

"They shall not pass! This is the line!
 Here Hun must fall and Boche repine,
 Here France must live and glory shine!
 They shall not pass!"

"They shall not pass!" all France awoke—
 Hell's fury stormed the German yoke,
 And sabers flashed while volleys spoke—
 "They shall not pass!"

"They shall not pass while Freedom's light
 Spreads over earth its garments white;
 Not while one heart beats for the right!
 They shall not pass!"

"They shall not pass!"—they sing it now,
 With blood drops on each soldier's brow;
 And France shall keep that sacred vow—
 "They shall not pass!"

—Oliver Allstom.

F. J. Gross, who was formerly engaged in the plumbing business at Silver City, N. M., has engaged in business at Deming, N. M.

The hardware and plumbing business of Rose, Stevenson & Emerson at Healdsburg, Cal., has grown to such an extent that new store and warehouse facilities are necessary. They are planning on an increased business during 1918.

OUR FIRST BATH TUB

In 1842 a man by the name of Thompson, a prominent resident of Cincinnati, borrowed the idea from Lord John Russell, of England, and had the first American-made bath tub installed in his home.

On Christmas day, having a party of gentlemen to dinner, he exhibited the new marvel to them and gave an exhibition of its use and four of them risked plunges into it. The next day all Cincinnati heard of it and the local newspapers opened their columns to violent discussions of it.

On the one hand it was denounced as an epicurean and obnoxious toy from England, designed to corrupt the democratic simplicity of the republic, and on the other hand it was attacked by the medical faculty as dangerous to health.

It was the recognition of President Millard Fillmore that gave the bath tub recognition and respectability in the United States. While he was still vice president, in March, 1850, he visited Cincinnati on a stumping tour, and inspected the original Thompson tub. Fillmore was entertained in this house and, according to Chamberlain, his biographer, took a bath in the tub. Experiencing no ill effects, he became an ardent advocate of the new invention, and on succeeding to the presidency at Taylor's death, July 9, 1850, he instructed his Secretary of War, General Charles M. Conrad, to invite tenders for the construction of a bath tub in the White House.

This action, for a moment, revived the old controversy, and its opponents made much of the fact that there was no bath tub at Mount Vernon or at Monticello, and that all the Presidents and other magnificoes of the past had got along without any such monarchical luxuries. But Congress, disregarding all this clamor, duly called for bids, and the contract was presently awarded to a firm of Philadelphia engineers, who proposed to furnish a tub of thin cast iron, capable of floating the largest man.

This was installed early in 1851 and remained in service in the White House until the first Cleveland administration, when the present enameled tub was substituted. The example of the President soon broke down all that remained of the old opposition, and by 1860, according to the newspaper advertisements of the time, every hotel in New York had a bath tub, and some had two and even three.

No true American questions the right of the government to conscript men to fight for its preservation and maintenance.

Why should there be any hesitancy in conscripting men to work to build ships, furnish ammunition, and whatever is needful for the winning of the war? Why this distinction?

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made

THE LINE that APPEALS at ONCE TO YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

NON-POROUS, GUARANTEED NOT TO CHIP, CRACK OR FLAKE. Not AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS

C. F. CHURCH MFG. CO.

HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Closest Seat

Standard Plumbing Contracts

(Address of Ira W. Byrnes Delivered Before the Sixteenth State Convention of the State Association of Master Plumbers of California.)

I WISH to express my appreciation of this opportunity to address you, the most prosperous branch of the building industry. It is an honor to be selected as a person properly acquainted with questions worthy of your discussion in this successful convention.

In opening, I desire to, if within my power, endeavor to correct the misclassification which seems to exist and prevail throughout the plumbing industry, and as well with the general public. It is allowed that people call the merchant or contractor plumber by the indefinite classification of PLUMBER, and I do not believe it possible for enough stress to be laid on this indefiniteness. You gentlemen are not "plumbers," you are Plumbing Contractors or Merchant Plumbers.

The term "plumber" should apply strictly to the "journeyman" and a continuation of this misapplication and misclassification cannot do more than to assist the general public to become confused as to your proper position in the building industry. It permits of a person contemplating the building, or constructing, or altering of sanitary systems to confuse you, the employing plumber, with the employed plumber, and leaves a great opening for unfair competition in your business, and it gives every opportunity for the journeyman plumber employed by you today to enter into competition with you tomorrow, without first graduating and arranging himself so as to become substantially those things which are required of a contractor.

The word contractor or merchant, added to the word plumber, or plumbing, means that you are graduated or lifted from the position of journeyman, and means that you are a business man and that you should be responsible, and the difference between the working or journeyman plumber and the contracting or merchant plumber should be complete, and hereafter universally used by you, to the ultimate effect that the general public may know upon whom to depend when in the market for business to be done in your particular line.

And now, having in view that I am addressing a convention of plumber contractors and not journeyman plumbers, men of business and for the purpose of more strictly opening the way of discussing with you the question which was selected for me to discourse, I direct your attention to the standard form of contract which has been circulated among you, and which I ask you to read and study as soon as possible and so that you may follow me in my explanation of it at this time.

This standard form of contract is the result of the endeavors of many of the leading concerns in the building industry to bring about a standard method of doing the general building business in Southern California. In the city of Los Angeles these men have brought about a consolidation of the Master Builders' Association and the old Builders' Exchange, and have reorganized the two organizations and renamed it the "Building Industries Association," and this association is now advocating and promoting the universal use of a similar standard form of contract to be generally used by all legitimate and ethical building contractors in the State, and this standard form of contract which I have referred to you for your consideration is taken from the same idea as the one now being arranged by the Building Industries Association, but framed to make it more adaptable to the use of the plumbing contracting business.

The standard form of contract is merely one of several ideals set up in the adopted policy of the Building Industries Association, and which in effect, provide for four standard ideals in business, namely: Classifi-

cation, Standardization, Differential and Ethics. These standards of ideals are similar to the ideals of efficiency in organizing and training our present army and navy, and are the fundamental principles of our systems of efficiency being used in reorganizing all large corporations, both private and municipal, throughout the country, and are well supported by authority of many of the recent decisions of the Supreme Court of the United States, this Court having clearly shown that it is not only legal, but that it is the duty of all persons and firms doing similar lines of business in a community to organize themselves and co-operate with each other for the purpose of regulating and standardizing their business, thus promoting honesty and fair dealing with the general public, and preventing as far as possible unethical people and firms from palming upon the public cheap grades of merchandise at slightly less prices in open competition with the regular and standard grades, and indeed to do anything which will not create a monopoly in any particular industry but will prevent unscrupulous merchants from demoralizing a certain industry by substituting standard merchandise by merchandise of greatly inferior quality.

I briefly desire to deviate from my original topic, "The Standard Form of Contract," so as to connect up the benefits to be derived by a standard form of contract, making as brief an explanation as possible of its other ideals, which run along harmoniously with it and when completed make it distinctly effective. For instance, "Classification." The meaning of classification is the distinct classifying of each line of business in the industry, namely: Manufacturer, Jobber, Retailer, and the Ultimate Consumer. Applying this description to your line of business, classification may go just a little further, for the reason that in many localities there is no true classification between the Retail Plumbing Merchant and the Journeyman Plumber. The journeyman plumber whenever he sees fit, has been privileged to make purchases of materials from jobbing houses and to enter into competition with the employing plumbing contractor, but classification plans to place each man and business in its true status in the industry so as to as nearly as possible enforce true competition.

Differential means that through co-operation and association work, certain plans and arrangements will be made to provide that each particular classification, from manufacturer to ultimate consumer, will receive a distinct differential in price for each such classification, and that this differential will be made standard as far as possible.

Standardization means that all lines of merchandise and commodities shall be classified and standardized into grades, and that prices upon the same will be made standard as far as possible, and that everything in and about the business that can be made absolutely the same shall be done, in order that the general business done shall be as simple and as standard as possible, thus avoiding confusion on the part of the general public relative to grades of merchandise and commodities.

Ethics is the last of the four ideals. High ethical ideals bind each man or firm to the perfect proportion of all of the ideals; they maintain business honesty and fair competition and the integrities due to the general public. There has been a great failure in the past in the building industry of the State of California relative to ethics. Much of this failure has been caused, perhaps, by the fear held in the minds of the public as to the purposes of organization, and more particularly the organization of merchant plumbers. It has always been in the minds of the public that this

**YOU GET THE SIMPLRST AND BEST
COCK EVER MADE ~~and~~ YOU SPECIFY**

B. B. HIGH PRESSURE BALL COCK



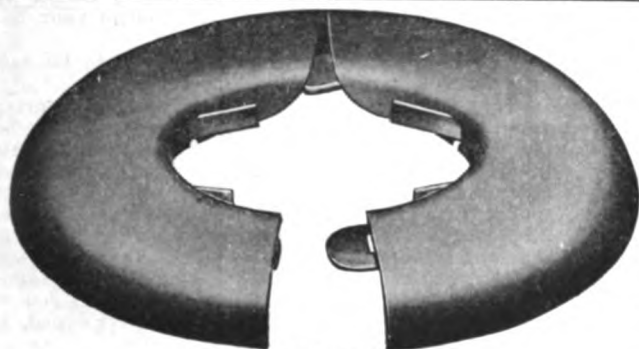
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10—Steel— $\frac{3}{8}$ in. to 4 in.

Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand!

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative

W. ERWIN GILCHRIST
681 Market Street San Francisco, California

New York's new Pennsylvania Hotel

equipped with

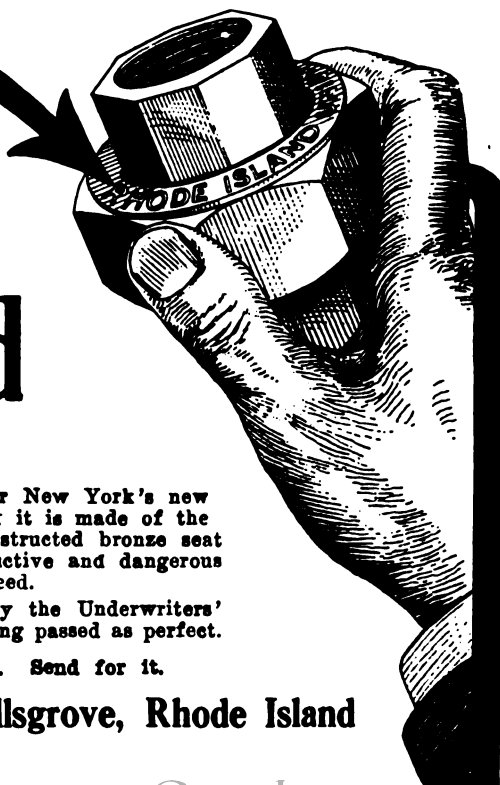
Rhode Island Unions

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



organization is for selfish purposes only, but I know that had this been the case this association would have been a failure long ago.

It is the common thought in the minds of the general public that your association is organized for the purpose of establishing prohibitive prices, for the promotion of prohibitive legislation that will result in your having a monopoly of the plumbing business; now this is one of the very first things which your association throughout the State should commence its work upon so as to eliminate that unjust misconception from the minds of the people and to give the people to see that your work in this association is very largely unselfish and for the purpose of obtaining for the general public those things which are necessary for the conservation of public health and safety.

All of the legislation provided for in this State at this time which protects the public health, are sanitary measures originally promoted by this organization or one of its local chapters, and your importance, and the importance of each of you individuals to the public health of the community in which you live is greater than that of the physicians of that community, because when you know your business and practice it perfectly there is very little need for physicians in cases of germ diseases, for it is generally known that the majority of the germ diseases emanate from improper sanitary conditions.

And yet at this time there is great need for further legislation for the further protection of the general public health and which legislation naturally must emanate from your body, or one of its locals, and for that reason the ethics of this association must be so built up that there will be no fear of giving the general public a thorough knowledge of those things and ideals upon which you stand for general and common betterment, and your fear that your endeavors to promote health and sanitary measures will be understood by the general public as actions for selfish interests, proved that the association's effort in promoting the ordinance which was before the City Council, was strictly one for public health, and showed by actual facts that without this ordinance the city could and would be greatly harmed, but through the association's strict endeavor to deal with positive facts not only the City Council was convinced, but many of the leading citizens whose previous ideas that the association work of the Merchant Plumbers of Los Angeles was strictly selfish, were completely converted. All future endeavors to promote legislation of any kind should be based upon similar foundations of sound facts of honest dealing with the general public and of honest association and co-operation with your competitors.

And now to turn to the topic of this address, **The Standard Form of Contract.** One of the first things to commence the standardization of the business, is to enter in and upon a contract which in its general results and effects will be identical with those of all your competitors. There is no need or reason for the many different kinds of contracts. All of the plumbing contracting business, and in fact all of the contracting business in the State of California, have the same foundation in law. They are all based upon that section of the statute included in the Mechanic's Lien Law, commencing with Section 1183 and ending with Section 1204 of the Code of Civil Procedure of the State of California.

For the last fifteen years I have been directly connected with the collection of accounts for many branches of the building industry as between wholesale houses and contractors, and contractors and the general public, and it would be surprising to you to know how many of these collections were based upon nothing more than some figures on the back of a business card, and because of lack of detail and lack of distinct terms caused controversies to run in court for weeks at a time, and in most cases the contractor losing his claim because of an insufficient foundation, and the number

of liens that failed to become effective against real property because of insufficient contracts are too numerous for me to endeavor to enumerate.

This contract, which is now before you for your consideration, can be termed a "fool proof" contract. It has been drawn up and passed upon by attorneys in the city of Los Angeles well reputed for their knowledge in the building business. It covers every part of the business and prevents the plumbing contractor from making mistakes that ordinarily occur when he makes his own contract, or when signing the contract of the other party.

The very first line eliminates one of the annoying little difficulties which have arisen from time to time in contracts for sums under \$300.00, and which when sued upon in the forcing of collection other than foreclosing of mechanic's liens must be sued upon in the township in which either the contract has been made or the township in which one or more of the defendants reside. So if a contract is made at a stated township, the evidence of that fact is clearly shown upon this first line, as upon sample you hold in your hand, viz.: "Los Angeles, California."

The date is always an essential fact to be established, and space is left for that purpose.

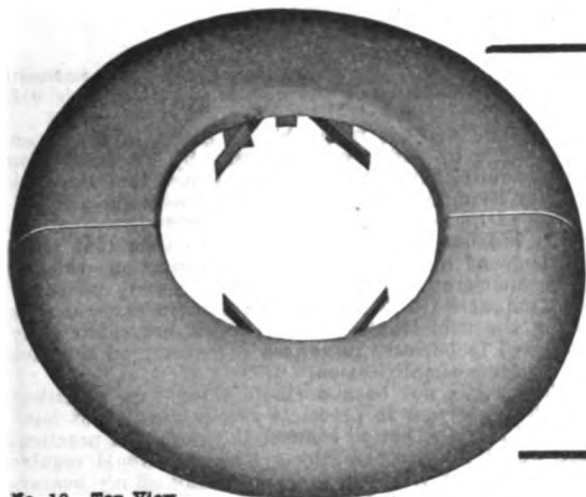
The next, and one of the most important parts, is naming the actual parties to the contract. It has been my experience in the past to find that subcontractors in using insufficient memoranda for contracts, have not properly bound the proper persons, and sometimes took their contracts from foremen or persons without proper authority, and it is very essential that the person to be charged, regardless of whether he himself or his agent signs for him, should be distinctly named in the introduction of the contract. Spaces, you will notice, in this form have been properly provided, and when filled in positively bind the parties.

The full stated sum and consideration must be named and spaces as you notice, have been provided therefor.

Another essential thing for which spaces have been provided is the correct description of the property sought to be charged with the contract, and possibly later to be charged with the enforcing of a mechanic's lien. I have seen in my experience improper addresses placed in contracts, and in attempting to file liens upon the property have found that property sometimes blocks away has been sought to be charged. It is a very essential thing that the correct description or address of the property sought to be charged be placed in the contract.

Provisions have been made, as you can clearly see, for a list of finish materials to be used, and which may be described when no plans or specifications have been provided to be connected with or made part of the contract, and when these have been properly described, it can only be construed to mean that just sufficient "roughing" to connect these fixtures will be necessary, and distinctly names and enumerates the work to be done, and no other work need be done without the plumbing contractor receiving proper remuneration therefor. However, as is described in the small print and in brackets, when the architect's plans and specifications, or plans and specifications made by some other person are used in connection with the contract, the mere writing in the space provided for descriptive fixtures of the name of the architect, or using the words: "Plans and Specifications as provided by the said Architect" covers the requirements. Of course great care should be used when doing work in accordance with plans and specifications that you do not find part of the plumbing specifications either under the head of General or in very remote parts thereof, and it is always a safe arrangement to enumerate your articles in accordance with the plans and specifications, and name them and describe them in units, as is in this contract provided.

The wording for the payments speaks for itself—a certain proportion to be received as the work pro-



No. 10—Top View

THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 233 St. James Street, Montreal, Quebec.

THE "SAVILL"
Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet

ONLY faucet with all operating parts within basin.

If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm.

Opens to full stream and shuts off in fraction of a minute.

"SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

THE ORIGINAL

"WESTCOTT" ADJUSTABLE S WRENCHES

Handle Best Malleable Iron; Jaw, Steel,
Hardened



FOR NUTS



FOR PIPES

Sizes, Each Style, 6-in., 8-in., 10-in., 12-in., 14-in.

SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT" (Name on Handle), which has stood the test of years and is now more popular than ever.

ASK YOUR JOBBER

THE KEYSTONE MFG. COMPANY
BUFFALO, NEW YORK



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee.

Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

THE ARMSTRONG
MFG. CO.

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.

gresses, and the final payment upon the completion of the entire contract.

The last four paragraphs really are the meat of the entire form. They provide the distinct understanding which more especially in the past has been lacking. Many of the contract forms heretofore, even when drawn by attorneys or architects, have been in such wording that even should the plumbing contractor know that there was danger of his not receiving payment, he would be required to complete all of his work before he would be in a position to enforce payment for a portion of it. The first payment provides sufficient remedy for that condition. In the event of the first party's failure to make the payment upon the "roughing," the plumbing contractor may use his option to refuse to further proceed with the work until this payment has been forthcoming, and all damages caused by him therefor are waived.

Under the old form of contract, even though perhaps the owner of the building or the contractor might waive the requirements of completion, yet under the law the other credit men furnishing labor or material could resist and claim priority of the lien right of any person refusing to fully complete until determining the quantum meruit of the labor done and materials furnished in case of loss by fire, or of abandonment, or of any other cause of incompleteness of the contract is clearly set out in method of proving. It shall be evidenced by real facts, such as the supply dealers' invoices, time book and pay roll, plus 25 per cent as profit. This system of ascertaining the quantum meruit will assist the proving of any such claim in from one to two hours time, where in the past it has sometimes taken weeks.

The next paragraph is one of the most necessary parts of a contract, for the reason that it has been found that many people will permit the paying of their consideration to remain open many times until not only suit has been brought but until the action has really gone to judgment, for in most cases the only penalty that they will be required to pay is the cost of suit, and when the contractor attempts to collect his consideration by action at law, the usual collection fee by attorneys when collections are made upon a contingent basis has been 25 per cent, and has been a net loss in most cases of not only the 25 per cent for attorney's fees, but the loss of time of the use of the money involved, and this provision providing for an agreement to pay 10 per cent in addition to the contract price for attorney's fees in case suit is brought will be a very inviting paragraph in the contract to any attorney who is soliciting this class of business, and also provides a penalty against slow paying.

The next paragraph contains a sort of protective clause against the first paragraph, and in addition thereto provides a closed condition that heretofore has been left open in many cases and did not fully determine the status of work done, and that which constitutes acceptance. In many cases mechanic's liens have been defeated because the completion of certain portions of the work were not completely ascertained.

The contract upon the whole is one that has been found to cover every necessary requirement of the contractor, the owner and the architect in as simple and as few words, and as "fool proof" as possible, and if it should be universally used throughout the State of California will in time eliminate at least one-third of the many unsatisfactory elements of the business, and will, if strictly used, immediately tend toward the result of bringing about in a short time a universal pay day.

If the contractors would keep in mind the length of time required to complete the portions of their work, their payments can be named in this contract in such a manner as to enforce part payments upon the contract upon the fifth day of each and every month, and if this payment were so enforced it would

assist and enable the contractor to pay his material bills upon the 10th of the month and obtain his discount of 2 per cent.

No one yet has been able to ascertain the exact percentage of added profit caused by discount upon merchandise, but it can be safely stated that the high cost of living can be greatly reduced with the accumulation of its benefits.

It has been charged from time to time that these methods of high ideals and standardization which I have enumerated, are merely ideals; merely visionary and impracticable. I simply pass these assertions as being the wild statements of persons not sufficiently educated in business principles to understand the idea of business simplification.

There has not been a single thing here described which is not now in practical use in one line of business or another, but to connect them up with practical use would take too lengthy a time and would require a discourse of its own, but should any of my hearers be interested in my connecting these ideals with methods now practically used by some industries, I shall, upon direct request, be very glad to answer in full description at the completion of my address, or to any correspondent that may directly address me.

In conclusion I am fully convinced that the use of this system will tend toward a more efficient method of doing business in our lines, and will tend toward increasing the prosperity of the different communities of the State in which your association has direct jurisdiction.

I feel that it is the positive patriotic duty of every member of your association to become fully acquainted with these methods and the systems propounded, and to diligently use them, and to educate your members and your associates in similar lines of business in your communities, and to do all in your power to assist the building industry to become one of the most prosperous industries in the State of California, it being at the present time the largest industry by way of investment.

And now, let each and all of you, as soon as possible, arrange your prosperity and place it in such condition that you will be in a position to comply with the patriotic requests of our own country and so that if you are not in a position to fight the perils of the war in the trenches, you can help stand the full proportion of the events of the nation, and when called upon from time to time to make your subscriptions to liberty loans or to the Red Cross benefits, you shall have such resources as will enable you to make contributions not only sufficient, but liberal beyond that which you now anticipate to be within your power.

I thank you for listening to me, and it is my only hope that we may reach a plane upon which we may understand each other upon a bond of confidence and simplicity, with a full exchange of dollars which will permit a little to be left in the hands of each of us. I thank you, gentlemen, and Mr. Chairman, of this association.

Standard Plumbing Contract.

Number of Contract.....

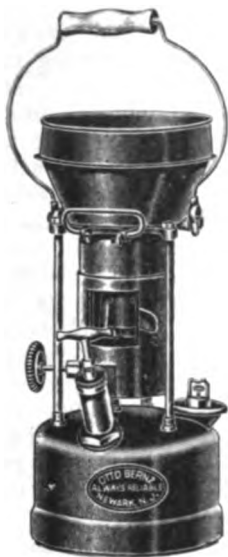
Write Name of City or Town.....California.

(Write Date)

This Agreement, made and entered into this..... day of....., 19.., by and between....., Address,, Phone....., as the party of the first part, and..... as the party of the second part, herein designated as the Plumbing Contractor:

Witnesseth: The party of the second part, the Plumbing Contractor, for the sum of.....dollars (\$.....), hereby agrees to do the following plumbing work and furnish the following material and fixtures in connection with the construction-alteration of..... at.....Street (define location)....., Calif., in accordance with the specifications following, it being mutually agreed and understood that where no particular make or number is specified, the Plumbing Contractor shall use his discretion in making selection of material to be used. (Where an Architect's plans

It's Coin in Your Pocket



Patented furnace
for Kerosene.
One Gallon.

when you buy first-class tools for your workmen. If your men do not use such tools they surely cannot produce satisfactory work.

When you buy furnaces and torches you should insist on the "ALWAYS RELIABLE." This make is manufactured only from the best materials, therefore, is fully guaranteed as to quality. Each and every furnace and torch bearing this trade-mark is given an air, water and fire test so as to ensure the purchaser of perfect results. You cannot go wrong by purchasing the "ALWAYS RELIABLE."

Catalog Free on Request

OTTO BERNZ, NEWARK, N. J.



No. 1 Fire Pot. List Price Each \$13.60.
Discount

Look Well to Your Stock of C. & L. Fire Pots and Torches

and be in position to quickly supply the increasing demand. There will be many rush orders for repair and new work, and the user can do his work quicker and better with a great saving in fuel expense, by using the best fire pots and torches on the American market, made by experts skilled in the line from the best materials money can buy. Jobbers supply at factory price. Send for Catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.

Try this screw driver yourself at our expense

3 sizes:
65c, 70c
75c



**Crescent
Adjustable
Hamr-Handl
Screw Driver**

We would like to send any hardware or auto supply dealer a Crescent Adjustable Hamr-Handl Screw Driver with our compliments.

When you've had it in your kit a week, you'll find yourself reaching for it whenever there's a tough job in sight.

Because the tightest, rustiest screw must yield to the irresistible leverage of this screw driver when you turn the handle crossways, as shown in the photo.

*May we send you a free sample
for your own use?*

CRESCENT TOOL CO.
Jamestown, N. Y.

Coupon for Free Sample

Crescent Tool Co., Jamestown, N. Y.

Please send me (free) one Crescent Hamr-Handl Screw Driver.

Name

Firm

Address

Our Jobbers

and specifications are to be complied with, write opposite fixtures named "Plans and Specifications as prepared by John Doe.") Bath Tubs....., Sinks....., Lavatories....., Laundry Trays....., Toilets....., Hot and Cold Water Pipes....., Gas Outlets....., Boilers, size of....., Gas Heaters....., House Sewer....., Street Sewer....., Water Service....., Gas Service..... All work to be done in a good workmanlike manner.

The party of the first part hereby agrees to pay the Plumbing Contractor the sum of.....dollars (\$.....) for the above period described..... Plumbing work, said amount to be payable as follows:dollars (\$.....), upon completion of roughing in for.....fixtures;dollars (\$.....), upon completion of roughing in for.....fixtures;dollars (\$.....), upon completion of roughing in for.....fixtures;dollars (\$.....), upon completion of roughing in;dollars (\$.....), upon the installation of.....fixtures;dollars (\$.....), upon the installation of.....fixtures;dollars (\$.....), upon the installation of.....fixtures; Balance when work described herein is completed.

In the event of the first party's failure to make any payment as herein provided, the Plumbing Contractor may, at his option, refuse to further proceed with the work, and the Plumbing Contractor shall in no way be liable for any damages whatsoever by reason of such refusal. In the event that the Plumbing Contractor shall abandon the work, for the reason above stated, or in event of loss by fire, the price mentioned herein for the completed work shall be disregarded, and payment in full for all work done to that time shall be immediately due and payable, the value of such uncompleted work to be determined on the basis of labor and material cost, as evidenced by supply dealers' invoices, and Plumbing Contractor's time book or payroll, plus twenty-five (25) per cent of such cost.

The party of the first part further agrees that should suit be commenced, or other legal proceedings be taken to enforce the payment of any amount due under this contract, a sum equal to ten (10) per cent of the amount of this contract shall be added to such amount for attorney's fees.

It is further understood and agreed that payment for roughing in work or allowing later work to proceed shall constitute an acceptance of the roughing in work as satisfactory, and that no claim shall be made against the Plumbing Contractor for damages or errors after the work has been passed by the City Inspector.

The Plumbing Contractor shall not be held liable for any loss, damages or delays occasioned by causes beyond his control.

.....Party of the First Part.Plumbing Contractor, Party of the Second Part.

Armbrust & Goodrich, of Anaheim, Cal., have purchased the equipment and plumbing business of J. H. Fry of the same place.

Schultheiss Company of San Diego, Cal., are having a new building constructed for the manufacture of castiron and brass plumbing fittings. The main building will be 100x200 feet in size. There will also be a pattern building and machine shop, core and finish building. All will be of brick construction.

"SWEETEST WORDS."

(By Walter Mason.)

"Inclosed find check!" The sweetest words that e'er outclassed the song of birds! How they allay the widow's fears, and dry the orphan's briny tears. When sad and tired and short of kale, a letter comes by morning mail; like other letters it appears, with postage stamps and inky smears. "No doubt," we sigh, "it is a dun; some frantic gent is after mon. These beastly bills we cannot pay take all the sunshine from the day, and make us wish that we were dead, with stacks of granite overhead." And then, with languid hands we tear the envelope to see what's there, and out there comes a note, by heck, with these brave words, "Inclosed find check." Ah, then we bid farewell to woe, and like nine Brahma roosters crow, and to the soft drink joint repair, and buy a quart of soap suds there. The sun once more is cutting hay, the gloomy clouds are blown away, the world is glad that was a wreck, changed by the words, "Inclosed find check."

WELLS SELF-OPENING DIE BOOK

is the title of an interesting booklet which has just been issued by the Greenfield Tap & Die Corporation, of Greenfield, Mass.

They have tried to make this book as non-technical as possible for the sake of the layman, but at the same time interesting to the engineer.

It is a book which should be in the hands of every one of our readers because it gives information that would be of value to them in explaining the merits of the tools illustrated therein.

It is in keeping with the high character of their products.

Guercio Bros., 1414 Santee street, Los Angeles, are installing the plumbing and gas piping in a number of new residences in the same city.

The Thomas Haverty Co., of Los Angeles, have secured the contract for installing the plumbing and heating system in the Norwalk Hospital buildings.

J. G. Morgan, 533 North Oxford Boulevard, Los Angeles, has been awarded the contract for plumbing and steam heating system in the new municipal building being erected at El Segundo.

The best blood of America is being conscripted to fight for the preservation of all we hold dear. Men are going gladly and willingly at \$30.00 per month, and yet there are demagogues in the guise of Union labor, I. W. W.'s and Socialists, and what not, who think we should not for one moment permit or allow the government to conscript men to work—not for \$30.00 per month, but for \$30.00 or more per week.

Why this discrimination? Is it not time our Senators and Representatives should be hearing from the people on this subject? We have dilly-dallied and waited long enough, and the danger is growing the longer we wait. Why should men be sacrificed to fight and others at home allowed to strike—and in various ways delay war preparations?



INTENSE HEAT

is quickly obtained from a C. & L. No. 32 Torch and at a very small expense, because it is very economical in the use of gasoline. The burner is made of special generator metal, producing a clear blue flame of very great heat. The tank is made of heavy gauge seamless drawn brass, reinforced, making it extra strong and durable. Try the No. 32 and you will be pleased and satisfied.

No. 32 Torch
List Price
Each \$8.00
Discount

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

STOVE REPAIRS

IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

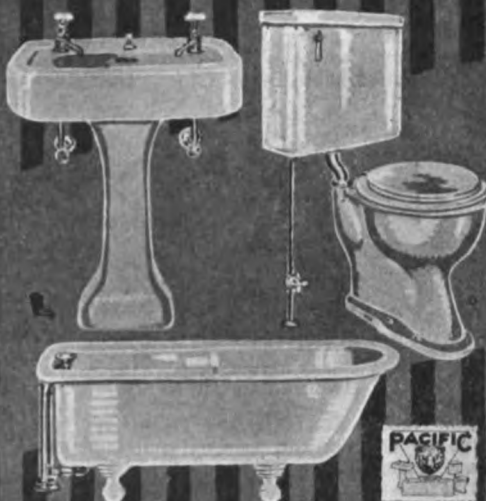
You Can Get It at the

Largest Stove Re-
pair House in the
Northwest

THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS



Says a Successful Plumber

"I regard every repair job as a chance to make a sale of new plumbing fixtures.

"Whenever I notice the fixtures are out of date, I tactfully lead the housewife into discussion of the beautiful new plumbing fixtures, and explain how easy the new ones are to keep clean and how sanitary they are.

"I always keep a half dozen of the 'Book of Bathrooms' on hand and drop back with one the next day. Once I get Mrs. Housewife interested in the new plumbing fixtures — the Kwy-eta Closet, the Built-in Sierra Tub, it's seldom that I miss the sale.

"Besides I have no competition as you are bound to have when figuring on fixtures to go into a new house."

PACIFIC
PLUMBING FIXTURES

FOR SALE BY ALL JOBBERS

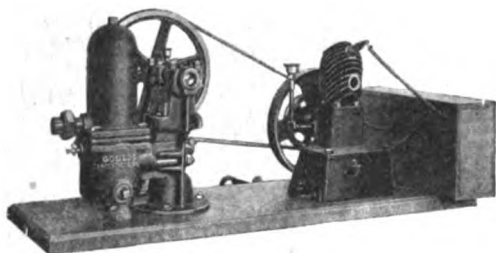
Main Office and Show Room, 67 New Montgomery
Street, San Francisco, California

Branch Offices
Portland and
Los Angeles

Factories
Richmond and
San Pablo, Cal.

A STEP FORWARD IN PUMP MAKING

On practically every modern farm and in every small town home where public water works have not yet been installed there is need for a first-class water supply system.



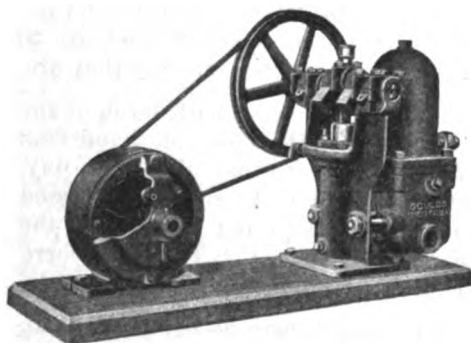
Hi-Speed Outfit N

A new pump, the Goulds "Hi-Speed," has just been put on the market, especially designed for the home and farm water supply outfit. This pump has several interesting new features that commend it to the attention of thoughtful dealers everywhere. Some of these may be briefly summarized as follows:

1. All gears have been eliminated, thereby making the pump absolutely quiet and smooth running.

2. The pump operates at a speed of 500 revolutions per minute. This allows the pump to be belt-driven from either electric motors or gasoline engines with only a slight reduction and consequently with a small pump pulley instead of the extra large pulley usually required.

3. The "Hi-Speed" pump is self-oiling. The bearings are fitted with ring oilers of the type used upon expensive centrifugal pumps. These rings hang on the shaft with the lower part immersed in oil. When the pump shaft revolves the ring also turns, carrying the oil to the shaft by cohesion, keeping it constantly lubricated. The shaft bearings are also fitted with renewable bronze bushings.

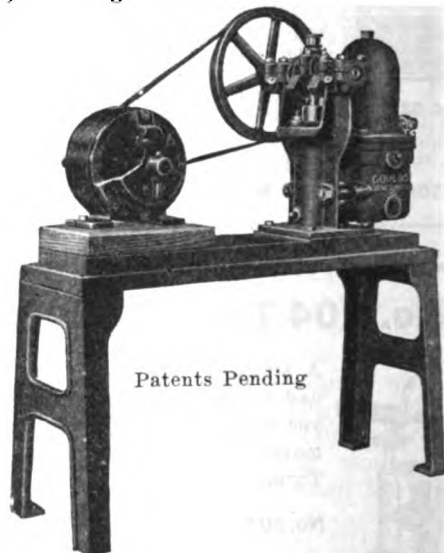


Hi-Speed Outfits C, D, F, K, L and M

4. The crankshaft is counterbalanced to insure smooth operation.

5. Each pump is fitted with an air cock, making it suitable for either open or pressure tank water systems.

This sturdy pump will lift water against 100 feet of elevation at the rate of three or six gallons per minute, according to the size selected.



Hi-Speed Outfits A, B, E, G, H and J

The "Hi-Speed" pump may be had combined with some 13 different outfits, both electric motor and gasoline driven. The motor furnished may be either direct or alternating current, and for 110 or 220 voltage. A 32-volt direct current motor adapts the outfit for use with farm lighting plants. In almost every community there are several of these farm lighting plants. And a little salesmanship should convince the owners of the advantage of fully utilizing their plants by installing "Hi-Speed" pumping outfits.

The Goulds Manufacturing Co., Seneca Falls, N. Y., will gladly supply interested dealers with full information.

A Texas poet has written a song in which he says that while his body is in Texas, his soul is in Tennessee. He is not the first poet who has had trouble in keeping body and soul together.

Joseph Freisiben and Frank Gregg took over the plumbing, tinning and heating plant of Sprague & Sprague at 111 North Pearl Street, Centralia, Wash.

WE
WELD
ANYTHING

"WE KNOW THE STOVE REPAIR BUSINESS"

WE
WELD
ANYTHING

Stove and Furnace Repairs

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

The Banner of Merit

SHOWING

The Official Award Ribbon

of the

Medal of Honor

AWARDED

Trimo Tools

AT THE

**Panama - Pacific
International Exposition**



SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"

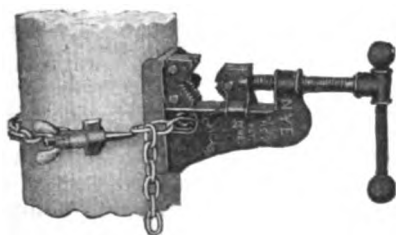


***Did You Ever See a Bull Pup
Take Hold on a Root and Shut
His Eyes to Everything Else in
the World and Just Hold on?***

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

It takes all sizes of pipe from $\frac{1}{8}$ to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.



You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois

SOME QUESTIONS ANSWERED

What is the King of England's surname?

Ans.—Windsor, by royal proclamation made since this war began. In proclaiming that he and his descendants would henceforth have that name, King George seemed to recognize his former name as "Saxe-Coburg and Gotha," a German designation which he would now like to forget. There has always been much dispute about the royal family's name.

Kindly tell us how to pronounce "Bolsheviki."

Ans.—The office of the Russian Consulate General tells us the word is pronounced ball-she-vick'-ee; the "e" in the second syllable is short; accent on the third syllable. The origin of the word is "bolshoi," meaning "big extreme," or "those who want more." The Bolsheviki want all they can get and a little more. They would like all the property taken away from the present owners and turned over to the Bolsheviki.

What would be the amount of money allowed each man, woman and child if the wealth of the United States were equally divided among them?

Ans.—If by "money" you mean cash, the amount would be between \$30 and \$35 for each person. If you mean property of all kinds, money, lands, buildings, animals, goods and possessions of every description, it would be about \$1880 each. This is according to treasury estimates made in 1916, which placed the total wealth at nearly 188 billions. Since then we have added perhaps two or three billions, and that might bring each theoretical share up to \$1900. But if all the property were equally divided it would not long remain worth so much. The basis of property worth is good order and good credit; if these were ruined, as they would be by a violent division of property, universal poverty, distress and lack of employment would most likely follow.

WHAT HE UNDERSTOOD

The prime young woman from New England who was devoting herself to the education of the negro in a Southern school told one of her small scholars to bring a bucket of water from the spring.

"I ain't gwine fotch no water," he whined rebelliously.

"Oh, Eph!" she protested, "you mustn't say that. Don't you remember how I have taught you: First person singular, I am not going; second person, you are not going; third person, he is not going; plural, first person, we are not going; second person, you are not going; third person, they are not going. Now, Eph, do you understand it perfectly?"

"Yas'm, I un'stands—ain't nobody gwine."
—Collier's.

James G. Gray, 433 East Thirtieth street, has the plumbing and gas fitting contract for the St. Francis Hotel, Los Angeles. Howe Bros., Twelfth and San Pedro streets, will install the heating system in the same hotel.

"Who-all sick up to yo' house, Miz Smif?" asked George Washington Jones.

"It's mah brudder 'Lige," replied Mrs. Smith.

"What's he done got de mattah wif him?"

"Dey cain't tell. He eats an' he sleeps all right, an' he stays out in de veranda in de sun all day, but he cain't do no wuhk at all."

"He cain't wuhk?"

"Not a bit."

Mr. Jones raised his eyes to heaven. "Law, Miz Smif, dat ain't no disease what yo' brudder's got. Dat air am a gift."

It takes nine tailors to make a man and one lawyer to bring a suit.

It is not what there is in business, but what you get out of it that counts.

Cheerfulness has been called a small virtue, yet it is true that it sheds a brightness around us in this life so that neither dark clouds nor rain can dispel its happy influence.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING Co.
OFFICIAL ORGAN OF THE WESTERN TRADE
VOL. XIII APRIL, 1918 NUMBER 4

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the HARDWARE WORLD, 1918.
All Rights Reserved.

| OFFICES | | |
|---|--|--|
| Boatmen's Bank Bldg. St. Louis. | Ellsworth Bldg. Chicago. | 70 Fifth Ave. New York. |
| Phelan Bldg. San Francisco. | 388 Taylor St Corner 10th Portland, Ore. | 817 I. N. Van Nuys Bldg. Los Angeles |
| 507 Pioneer Bldg. Seattle. | | 204 Scott Bldg. Salt Lake. |
| 220 Pacific Bldg. Vancouver, B. C., Canada. | | |

None of the editors, publishers or employes of the "WORLD" are connected or affiliated in any way with any jobbing house, manufacturer or dealer—hence the exponent of the entire trade.

Retail Selling Prices

The following retail selling prices are used by merchants in some of the large cities and are offered as a suggestion to retail merchants in smaller towns and cities where they do not have the opportunity of checking up their prices often. In communities removed from the larger cities, transportation charges should be added. We do not believe these prices will be found high. Many merchants use them as the MINIMUM price at which goods are sold. We will be glad to receive suggestions and corrections as to any prices quoted herein and of any items not mentioned. Our service department will be glad to give any assistance.

AMMUNITION—

| Blank Rim Fire— | Black Smkla. |
|--------------------------------|--------------|
| 22 Short | .15 |
| 32 Short | .25 |
| 32 S. & W. | .55 |
| 38 S. & W. | .70 |
| 38 Long Colt. | 1.20 |
| 44 W. C. F. | 1.60 |
| Shot Rim Fire— | |
| 22 Long | .55 |
| 32 Long | 1.05 |
| Shot Center Fire— | |
| 32 S. & W. | .95 |
| 32 W. C. F. | 1.30 |
| 38 S. & W. | 1.15 |
| 38 W. C. F. | 1.50 |
| 44 W. C. F. | 1.80 |
| 44 X. L. | 1.80 |
| 44 Game Getter | 1.50 |
| Rim Fire, Ball— | |
| BB Caps | .35 |
| OB Caps | .45 |
| 22 Short | .25 |
| 22 Short H. P. | .35 |
| 22 Long | .35 |
| 22 Long H. P. | .40 |
| 22 Long Rifle | .40 |
| 22 Long Rifle H. P. | .45 |
| 22 W. R. F. | .50 |
| 22 W. R. F. H. P. | .55 |
| 22 Win. Auto. | .55 |
| 22 Win. Auto. H. P. | .60 |
| 25 Short Stevens | .60 |
| 25 Stevens | .60 |
| 32 Short | .60 |
| 32 Long | .70 |
| 38 Short | 1.00 |
| 38 Long | 1.00 |
| 41 Short | 1.05 |
| Center Fire Pistol— | |
| 22 Win. SS | 1.30 |
| 25 Colts Auto. | 1.35 |
| 25-20 Single Shot | 1.55 |
| 25-20 Win. | 1.35 |
| 25-20 Win. HV | 1.75 |
| 7.68 MM-Mausser | 2.15 |
| 7.65 MM-Mausser | 2.15 |
| 9 MM-Luger | 2.30 |
| 32 Colts Auto. | 1.85 |
| 32 Colts Short | 1.00 |
| 32 Colts Long | 1.15 |
| 32 Colts Police Positive | 1.15 |
| 32 S. & W. | 1.00 |
| 32 S. & W. Long | 1.15 |
| 32-20 Marlin | 1.40 |
| 32 Winchester | 1.40 |
| 32-20 Win. HV | 1.80 |
| 35 S. & W. Auto. | 1.55 |
| 38 Colts Auto. | 2.20 |
| 38 Colts Short | 1.25 |

| | | |
|------------------------------------|------|------|
| 38 Colts Long | 1.30 | 1.50 |
| 38 Colts Police Positive | 1.25 | 1.35 |
| 38 S. & W. | 1.20 | 1.30 |
| 38 S. & W. Special | 1.45 | 1.55 |
| 38 Winchester | 1.65 | 2.05 |
| 41 Colts Short DA | 1.30 | 1.50 |
| 41 Colts Long DA | 1.60 | 1.75 |
| 44 Bull Dog | 1.35 | ... |
| 44 S. & W. Amer. | 1.75 | 1.95 |
| 44 S. & W. Rus. | 1.75 | 1.95 |
| 44 S. & W. Special | 1.90 | 2.10 |
| 44 Webley | 1.50 | ... |
| 44 Winchester | 1.65 | 2.05 |
| 45 Colts | 1.95 | 2.10 |
| 45 Colts Auto. | ... | 2.50 |
| Center Fire Military and Sporting— | | |
| 22 Savage | ... | 1.40 |
| 250-3000 Savage | ... | 1.95 |
| 25-21 Stevens | 1.90 | 2.55 |
| 25-25 Stevens | 1.90 | 2.55 |
| 25-25 Winchester | ... | 1.20 |
| 25-25 Short Range | ... | 1.20 |
| 25-25 Marlin | ... | 1.20 |
| 25 Remington Rimless | ... | 1.20 |
| 6 MM U. S. N. | ... | 1.85 |
| 7 MM Special Mauser | ... | 1.85 |
| 7.65 MM Bel Mauser | ... | 1.85 |
| 8 MM Mauser | ... | 1.85 |
| 9 MM Mauser | ... | 2.05 |
| 30-80 Winchester | ... | 1.35 |
| 30 Remington Rimless | ... | 1.35 |
| 30 Government Rimless | ... | 2.05 |
| 308 Savage | ... | 1.35 |
| 32 Remington Rimless | ... | 1.35 |
| 32-40 Winchester | 1.05 | 1.20 |
| 32-40 Winchester HV | ... | 1.35 |
| 32 Winchester Sif. Ldg. | ... | 2.45 |
| 32 Winchester Special | ... | 1.35 |
| 33 Winchester | ... | 1.80 |
| 35 Remington Rimless | ... | 1.55 |
| 35 Winchester | ... | 1.95 |
| 35 Winchester Sif. Ldg. | ... | 2.55 |
| 351 Winchester Sif. Ldg. | ... | 2.85 |
| 38-55 Winchester Lead | 1.30 | 1.55 |
| 38-55 Winchester HV | ... | 1.65 |
| 38-55 Winchester | 1.30 | 1.55 |
| 40-60 Marlin | ... | 1.35 |
| 40-60 Winchester | ... | 1.35 |
| 40-65 Winchester | ... | 1.65 |
| 40-70 Winchester | ... | 1.40 |
| 40-72 Winchester | ... | 1.40 |
| 40-82 Winchester | ... | 1.40 |
| 401 Winchester Auto. | ... | 1.55 |
| 405 Winchester | ... | 2.20 |
| 45-60 Winchester | ... | 1.40 |
| 45-70-405 Government | ... | 1.60 |
| 45-75 Winchester | ... | 1.40 |
| 45-90 Winchester | ... | 1.50 |

SHELLS, LOADED—

| | |
|-----------------------------------|---------------------------------|
| Winchester Repeater or Remington | |
| U. M. O. Nitro Club— | |
| 12 3 dra. x 1 oz., 24 gra. x 1 | oz., drop shot .....\$1.15 |
| 3 dra. x 1½ oz., 24 gra. 1½ | oz., drop shot 1.15 |
| 3½ dra. x 1½ oz., 26 gra. x | 1½ oz., drop shot 1.15 |
| 3½ dra. x 1½ oz., BB shot, | drop shot..... 1.20 |
| 3½ dra. x Buck shot, drop shot | 1.20 |
| 16 2½ dra. x ¾ oz., 22 gra. x | ¾ oz., drop shot..... 1.05 |
| 2½ dra. x ¾ oz., BB Shot | drop shot..... 1.10 |
| 20 2½ dra. x ¾ oz., 18 gra. x | ¾ oz., drop shot..... 1.05 |
| Winchester Leader or Remington U. | |
| M. C. Arrow— | |
| 12 3½ dra. x 1½ oz., 26 gra. x | 1½ oz., chilled shot.....\$1.25 |
| 3½ dra. x 1½ oz., 28 gra. x | 1½ oz., chilled shot 1.30 |
| 16 2½ dra. x ¾ oz., 22 gra. x | ¾ oz., chilled shot..... 1.15 |
| 20 2½ dra. x ¾ oz., chilled shot | 1.15 |
| 2½ dra. x ¾ oz., chilled shot | 1.20 |
| Trap Loads— | |
| 12 3 dra. x 1¼ oz., 7½ Chilled |\$1.25 |
| 3½ dra. x 1¼ oz., 7½ Chilled | 1.25 |
| Black Powder Loads— | |
| 12 3½ dra. x 1¼ oz., drop shot | 95c |
| Caps and Primers— | |
| Percussion | .20 ... |
| Musket Caps | .25 ... |
| Primers, 100 in box.... | .25 ... |
| Primers, 250 in box.... | .60 ... |
| Empty Paper Shells—Black Pow.— | |
| 12, 16, 20 Ga. per 100 ... | 1.50 |
| 10 Ga. per 100..... | 1.65 |
| For Smokeless Powder, Repeater or | |
| Nitro Club— | |
| 12, 16, 20, 28 Ga. per | |
| 100 | 1.80 |
| 10 Ga. per 100..... | 2.10 |
| Leader or Arrow— | |
| 12, 16, 20, 28 Ga..... | 2.30 |
| 10 Ga. per 100..... | 2.40 |
| Empty Brass Shells— | |
| Best Qual. 12, 16, 20, | |
| 28, Box 25 | 2.75 |
| 2nd Qual. 12, 16, 20, | |
| 28, box 25 | 2.10 |
| Wads— | |
| Cardboard, box 250.. | .30 |
| Black Edge, Reg., box | |
| 250 | .50 |
| Black Edge, ¼ in., 125 | |
| in box | .40 |
| Black Edge, ¼ in., 250 | |
| in box | .80 |

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4 1/2 White, \$3.25 each; No. 231, 3 1/2 Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4 1/2 Sierra, \$2.75 each. Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5 1/2 White, \$3.50 each; No. 233, 5 Sierra, \$3.00 each; No. 233, 5 1/2 Sierra, \$3.00 each. Ship, No. 44, 4 White, \$3.85 each; No. 44, 4 1/2 White, \$3.85 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/2 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$3.50 each; No. 235, 4 1/2 Sierra, \$3.50 each.

ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 lb.; 70 to 79 lb., 23c lb.; 60 to 69 lb., 23 1/2 lb.; 50 to 59 lb., 24 1/2 lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2c lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg. \$1.50; No. 13 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/2-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack

AUGERS—Greenlee Carpenters Nut, No. 57.

| Size | 1/4 | 3/8 | 1/2 | 5/8 | 1 | 1 1/4 |
|----------------|--------|--------|--------|--------|--------|--------|
| Each | \$1.00 | \$1.00 | \$1.15 | \$1.25 | \$1.35 | \$1.65 |
| Size | 1 1/2 | 2 | 2 1/2 | 3 | 4 | 6 |
| Each | \$2.00 | \$2.35 | \$2.65 | \$4.00 | \$8.00 | ... |
| Greenlee Ship. | | | | | | |
| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
| 60 each | \$1.60 | \$1.75 | \$1.75 | \$1.85 | \$1.95 | \$2.00 |
| 62 each | 1.95 | 2.00 | 2.00 | 2.15 | 2.20 | 2.25 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | \$2.15 | \$2.25 | \$2.30 | \$2.40 | \$2.50 | \$2.50 |
| 62 each | 2.50 | 2.65 | 2.60 | 2.80 | 3.15 | 3.15 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | \$2.85 | \$3.00 | \$3.30 | \$3.45 | \$3.75 | \$4.10 |
| 62 each | 3.50 | 3.60 | 3.65 | 3.75 | 4.10 | 4.40 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | \$4.40 | \$4.70 | \$5.00 | \$5.35 | | |
| 62 each | 4.70 | 5.35 | 5.95 | 6.25 | | |

AXES—Boys' Handled, Blue Wing, \$1.90 each; Pacemaker, \$1.80. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/4-4 1/4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.00 each; Tuff Temper, 3 1/4-4 1/4, \$3.00 each; Tuff Temper, 4-5, \$3.25 each. Single Bit Handled, Blue Wing, (Continued on Page 161)

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | | | | |
|-----------------------|-------|--------|--------|-------------------------------|-------|--------|--------|-------------------------|-------|--------|--|--|
| Oval Foot Baths. | 150 | ..... | .50 | Drinking Cups. | 220 | ..... | 2.00 | Covered Bake Pans. | | | | |
| 0 | ..... | \$1.15 | | 08 | ..... | .15 | | 1 | ..... | \$ .65 | | |
| 1 | ..... | 1.40 | | 09 | ..... | .15 | | Round Bake Pans. | | | | |
| 2 | ..... | 1.65 | | 010 | ..... | .30 | | 20 | ..... | \$ .40 | | |
| 3 | ..... | 2.00 | | 8 | ..... | .15 | | 30 | ..... | .45 | | |
| 4 | ..... | 2.50 | | 9 | ..... | .20 | | 40 | ..... | .50 | | |
| Coffee Biggins. | 1050 | ..... | 1.50 | 10 | ..... | .30 | | 50 | ..... | .55 | | |
| 0 | ..... | .80 | | 11 | ..... | .35 | | 60 | ..... | .60 | | |
| 01 | ..... | .85 | | 20 | ..... | .15 | | Bed or Douche Pans. | | | | |
| 00 | ..... | .95 | | 25 | ..... | .20 | | 2 | ..... | \$2.00 | | |
| 010 | ..... | 1.05 | | 40 | ..... | .30 | | Bed Pans. | | | | |
| 020 | ..... | 1.20 | | 0 | ..... | .20 | | 1 | ..... | \$3.00 | | |
| 040 | ..... | 1.45 | | 6 | ..... | .25 | | Bread Pans. | | | | |
| 050 | ..... | 1.60 | | 120 | ..... | .40 | | 2 | ..... | .25 | | |
| Coffee Boilers. | 12501 | ..... | 2.00 | 50 | ..... | .40 | | 11 | ..... | .35 | | |
| 60 | ..... | \$1.10 | | Measuring Cups. | 10 | ..... | .20 | 12 | ..... | .45 | | |
| 70 | ..... | 1.25 | | After Dinner Cups & Saucers. | 10 | ..... | .35 | 18 | ..... | .55 | | |
| 80 | ..... | 1.50 | | 100 | ..... | .35 | | Oblong Pans. | | | | |
| 90 | ..... | 1.80 | | 20 | ..... | .35 | | 08 | ..... | .35 | | |
| 100 | ..... | 2.50 | | 400 | ..... | .40 | | 01 | ..... | .30 | | |
| 601 | ..... | 1.25 | | 10 | ..... | .45 | | 02 | ..... | .35 | | |
| 701 | ..... | 1.40 | | 20 | ..... | .55 | | Sponge Cake Pans. | | | | |
| 801 | ..... | 1.65 | | 30 | ..... | .65 | | 200 | ..... | .35 | | |
| 901 | ..... | 2.10 | | Flaring Cocoa Shaped Dippers. | 161 | ..... | .35 | Oblong Stove Pans. | | | | |
| 1001 | ..... | 2.75 | | 151 | ..... | .35 | | 100 | ..... | .45 | | |
| Fish Boilers. | 10 | ..... | \$1.60 | Genuine Cocoa Shaped Dippers. | 55 | ..... | .50 | 200 | ..... | .50 | | |
| 218 | ..... | \$4.00 | | 9 | ..... | .25 | | 300 | ..... | .65 | | |
| 220 | ..... | 4.50 | | 10 | ..... | .30 | | 325 | ..... | .75 | | |
| 222 | ..... | 5.00 | | 11 | ..... | .35 | | 350 | ..... | .85 | | |
| 2181 | ..... | 4.25 | | Flaring Dippers. | 010 | ..... | .25 | 400 | ..... | .95 | | |
| 2201 | ..... | 4.75 | | 011 | ..... | .30 | | 425 | ..... | 1.00 | | |
| 2221 | ..... | 5.50 | | 012 | ..... | .35 | | 450 | ..... | 1.05 | | |
| Ham Boilers. | 170 | ..... | \$2.75 | Windsor Dippers. | 100 | ..... | .30 | 475 | ..... | 1.15 | | |
| 175 | ..... | 3.00 | | 100 | ..... | .30 | | 500 | ..... | 1.25 | | |
| Milk or Rice Boilers. | 14 | ..... | .95 | 110 | ..... | .35 | | 550 | ..... | 1.45 | | |
| 16 | ..... | 1.00 | | 112 | ..... | .35 | | Square Stove Pans. | | | | |
| 18 | ..... | 1.15 | | 114 | ..... | .40 | | 110 | ..... | .65 | | |
| 20 | ..... | 1.25 | | Oblong Soap Dishes. | 50 | ..... | .30 | 111 | ..... | .70 | | |
| 22 | ..... | 1.50 | | Wall Soap Dishes. | 60 | ..... | .30 | 112 | ..... | .75 | | |
| 24 | ..... | 1.75 | | 60 | ..... | .30 | | 113 | ..... | .85 | | |
| 26 | ..... | 2.00 | | 060 | ..... | .30 | | 114 | ..... | 1.00 | | |
| 28 | ..... | 2.50 | | 7 | ..... | .50 | | 115 | ..... | 1.15 | | |
| 30 | ..... | 3.00 | | 40 | ..... | .40 | | 116 | ..... | 1.25 | | |
| 141 | ..... | 1.00 | | Coffee Flasks. | 10 | ..... | .50 | 118 | ..... | 1.40 | | |
| 161 | ..... | 1.10 | | Round Coffee Flasks. | 110 | ..... | .65 | Square Jelly Cake Pans. | | | | |
| 181 | ..... | 1.25 | | 210 | ..... | .75 | | 99 | ..... | .30 | | |
| 201 | ..... | 1.40 | | Pieced Funnels. | 01 | ..... | .30 | 100 | ..... | .35 | | |
| 221 | ..... | 1.65 | | 01 | ..... | .30 | | 90 | ..... | .35 | | |
| 241 | ..... | 1.90 | | 02 | ..... | .30 | | Jelly Cake Pans. | | | | |
| 261 | ..... | 2.15 | | 03 | ..... | .35 | | 8 | ..... | .25 | | |
| 281 | ..... | 2.75 | | 04 | ..... | .40 | | 9 | ..... | .25 | | |
| 301 | ..... | 3.50 | | 05 | ..... | .55 | | 10 | ..... | .30 | | |
| 52 | ..... | 1.05 | | 06 | ..... | .65 | | 18 | ..... | .35 | | |
| 52 1/2 | ..... | 1.15 | | Fruit Jar Fillers. | 20 | ..... | .25 | 68 | ..... | .35 | | |
| 53 | ..... | 1.20 | | 20 | ..... | .25 | | 69 | ..... | .50 | | |
| 53 1/2 | ..... | 1.35 | | Berlin Kettles. | 02 | ..... | .55 | 70 | ..... | .50 | | |
| 54 | ..... | 1.50 | | 03 | ..... | .65 | | Mountain Cake Pans. | | | | |
| 56 | ..... | 2.00 | | 04 | ..... | .75 | | 78 | ..... | .30 | | |
| 58 | ..... | 2.50 | | 05 | ..... | .85 | | 79 | ..... | .30 | | |
| 58 1/2 | ..... | 1.15 | | 06 | ..... | .90 | | 80 | ..... | .35 | | |
| 58 1/4 | ..... | 1.25 | | 08 | ..... | 1.15 | | Oval Dish Pans. | | | | |
| 58 1/2 | ..... | 1.35 | | 010 | ..... | 1.25 | | 15 | ..... | \$1.50 | | |
| 58 3/4 | ..... | 1.50 | | 012 | ..... | 1.65 | | 18 | ..... | 1.75 | | |
| 58 1/2 | ..... | 1.65 | | 021 | ..... | .65 | | 22 | ..... | 2.00 | | |
| 58 3/4 | ..... | 1.85 | | 081 | ..... | .75 | | Dish Pans. | | | | |
| 58 1/2 | ..... | 2.15 | | 041 | ..... | .90 | | 80 | ..... | .95 | | |
| 58 3/4 | ..... | 2.75 | | 051 | ..... | 1.00 | | 100 | ..... | 1.00 | | |
| Smls. Bowls. | 12 | ..... | .20 | 061 | ..... | 1.15 | | 140 | ..... | 1.15 | | |
| 12-14 | ..... | .25 | | 081 | ..... | 1.40 | | 170 | ..... | 1.25 | | |
| 16 | ..... | .30 | | 0101 | ..... | 1.65 | | 210 | ..... | 1.55 | | |
| 18 | ..... | .35 | | 0121 | ..... | 1.85 | | 800 | ..... | 2.55 | | |
| 20 | ..... | .40 | | Convex Kettles. | 212 | ..... | \$1.05 | 400 | ..... | 2.50 | | |
| 22 | ..... | .45 | | 212 | ..... | \$1.05 | | 101 | ..... | .95 | | |
| 24 | ..... | .50 | | 214 | ..... | 1.25 | | 141 | ..... | 1.05 | | |
| 26 | ..... | .60 | | 216 | ..... | 1.50 | | 171 | ..... | 1.25 | | |
| 28 | ..... | .70 | | 218 | ..... | 1.75 | | Rinsing Pans. | | | | |
| 30 | ..... | .85 | | | | | | 08 | ..... | .35 | | |
| Soup Bowls. | 125 | ..... | .25 | | | | | 010 | ..... | .95 | | |
| 26 | ..... | .35 | | | | | | 012 | ..... | 1.00 | | |
| 28 | ..... | .40 | | | | | | 014 | ..... | 1.05 | | |
| 30 | ..... | .45 | | | | | | 017 | ..... | 1.25 | | |
| 32 | ..... | .50 | | | | | | Lipped Fry Pans. | | | | |
| 34 | ..... | .60 | | | | | | 30 | ..... | .30 | | |
| 36 | ..... | .70 | | | | | | 31 | ..... | .35 | | |
| Covered Buckets. | 19 | ..... | .35 | | | | | 32 | ..... | .40 | | |
| 21 | ..... | .40 | | | | | | 33 | ..... | .45 | | |
| 21 1/2 | ..... | .45 | | | | | | 34 | ..... | .50 | | |
| 22 | ..... | .50 | | | | | | 35 | ..... | .60 | | |
| 23 | ..... | .60 | | | | | | 36 | ..... | .65 | | |
| 24 | ..... | .70 | | | | | | National Fry Pans. | | | | |
| 26 | ..... | .85 | | | | | | 49 | ..... | .30 | | |
| 28 | ..... | 1.00 | | | | | | 50 | ..... | .35 | | |
| 30 | ..... | 1.25 | | | | | | 51 | ..... | .45 | | |
| 32 | ..... | 1.50 | | | | | | 52 | ..... | .50 | | |
| | | | | | | | | 53 | ..... | .55 | | |
| | | | | | | | | 54 | ..... | .65 | | |

RETAIL SELLING PRICE—Continued.

| | | | | |
|--------------------|----------------------|----------------------|----------------------|------------------|
| 55 ..... .70 | Lipped Sauce Pans. | 58 Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .25 | 59 ..... .30 | 1650 1.90 | 224 7.50 |
| Muffin Pans. | 10 ..... .30 | 60 ..... .35 | 1850 2.25 | 236 9.00 |
| 406 ..... .45 | 12 ..... .35 | Coffee Pots. | Berlin Sauce Pots. | 312 9.00 |
| 408 ..... .55 | 14 ..... .35 | 2 1/2 ..... .55 | 02 ..... .55 | 318 12.00 |
| 409 ..... .55 | 16 ..... .35 | 3 ..... .60 | 03 ..... .65 | 324 15.00 |
| 412 ..... .75 | 18 ..... .40 | 4 ..... .65 | 04 ..... .75 | 336 18.00 |
| Corn Cake Pans. | 20 ..... .45 | 5 ..... .65 | 05 ..... .85 | Bread Raisers. |
| 706 ..... .55 | 22 ..... .55 | 6 ..... .70 | 06 ..... .90 | 10 \$1.75 |
| 708 ..... .65 | 24 ..... .60 | 7 ..... .75 | 08 1.15 | 14 3.00 |
| 709 ..... .75 | 26 ..... .65 | 8 ..... .85 | 010 1.40 | 17 2.55 |
| 712 ..... .85 | 28 ..... .80 | 9 ..... .90 | 012 1.65 | 21 2.75 |
| Milk Pans. | 30 ..... .95 | 10 1.05 | 021 ..... .65 | 101 3.00 |
| 00 ..... .30 | Straight Sauce Pans. | 11 ..... .55 | 031 ..... .75 | 141 2.25 |
| 0 ..... .30 | 250 ..... .55 | 12 ..... .60 | 041 ..... .90 | 171 2.75 |
| 11 ..... .35 | 350 ..... .65 | 13 ..... .65 | 051 1.00 | 211 3.25 |
| 15 ..... .35 | 450 ..... .80 | 14 ..... .75 | 061 1.15 | Nesco Perfect |
| 20 ..... .35 | 650 1.00 | 15 ..... .85 | 081 1.35 | Roasters. |
| 30 ..... .35 | Shallow Stew Pans. | 16 ..... .90 | 0101 1.65 | 150 \$2.50 |
| 40 ..... .40 | 3 ..... .80 | 17 1.15 | 0121 1.85 | 180 3.25 |
| 50 ..... .40 | 4 ..... .85 | 18 1.15 | Convex Sauce Pots. | 200 4.30 |
| 60 ..... .50 | 5 ..... .40 | 19 1.00 | 212 \$1.05 | Grocers' Scoops. |
| 80 ..... .55 | 6 ..... .50 | 20 1.15 | 214 1.25 | 2 ..... .40 |
| 100 ..... .70 | Deep Stew Pans. | 21 1.30 | 216 1.50 | 3 ..... .50 |
| 120 ..... .85 | 14 ..... .35 | 22 1.35 | 218 1.75 | 4 ..... .55 |
| Pudding Pans. | 16 ..... .45 | 23 1.50 | 220 2.00 | 5 ..... .65 |
| 50 ..... .35 | 18 ..... .50 | 24 1.00 | 222 2.50 | 20 ..... .55 |
| 100 ..... .35 | 20 ..... .45 | 25 1.05 | 224 1.90 | 30 ..... .65 |
| 150 ..... .30 | 22 ..... .50 | 26 1.15 | 226 1.40 | 40 ..... .85 |
| 200 ..... .50 | Molasses Pitchers. | 27 1.80 | 228 2.00 | 50 1.00 |
| 300 ..... .35 | 601 \$.55 | 28 1.40 | 230 2.25 | Flat Skimmers. |
| 400 ..... .40 | Convex Water | 29 1.55 | 232 2.75 | 9 \$.30 |
| 500 ..... .50 | Pitchers. | Tea Pots. | Oval Sauce Pots. | 10 ..... .30 |
| 600 ..... .55 | 401 ..... .60 | 00 \$.50 | 2 \$2.00 | 11 ..... .35 |
| 800 ..... .65 | 402 ..... .65 | 01 ..... .55 | 3 2.25 | 12 ..... .35 |
| 1000 ..... .70 | 403 ..... .75 | 0 ..... .65 | 4 2.50 | Spittoons. |
| Pan Pans. | 404 ..... .85 | 10 ..... .70 | 20 2.25 | 200 \$.85 |
| 1 ..... .50 | 405 ..... .90 | 20 ..... .80 | 30 2.50 | 800 1.10 |
| 2 ..... .55 | 406 1.00 | 30 ..... .85 | 40 2.75 | Club Spittoons. |
| 3 ..... .65 | Water Pitchers. | 40 ..... .95 | Straight Sauce Pots. | 100 \$1.25 |
| 80 ..... .75 | 5 \$1.00 | 50 1.05 | 014 \$.50 | Hotel Spittoons. |
| Berlin Sauce Pans. | 10 1.15 | 001 ..... .60 | 016 ..... .65 | 160 \$3.50 |
| 02 ..... .55 | 20 1.25 | 011 ..... .65 | 018 ..... .70 | Basting Spoons. |
| 03 ..... .65 | 30 1.35 | 014 1/2 ..... .70 | 020 ..... .85 | 10 \$.15 |
| 04 ..... .75 | 40 ..... .70 | 101 ..... .80 | 022 1.00 | 12 ..... .30 |
| 05 ..... .85 | 1 ..... .80 | 201 ..... .85 | 024 1.25 | 14 ..... .30 |
| 06 ..... .95 | 2 ..... .90 | 301 ..... .95 | 026 1.50 | 16 ..... .30 |
| 08 1.15 | 3 1.05 | 401 1.05 | 028 2.00 | 18 ..... .35 |
| 010 1.35 | 4 1.20 | 501 1.15 | 030 2.25 | Steamers. |
| 012 1.65 | 6 2.00 | 1000 ..... .95 | 032 2.50 | 7 \$1.15 |
| 021 ..... .65 | Pitchers & Bowls. | 1010 1.00 | 80 1.25 | 8 1.35 |
| 031 ..... .75 | 100 \$1.55 | 1020 1.15 | 100 1.50 | 9 1.50 |
| 041 ..... .90 | 200 1.75 | 1030 1.25 | 120 1.75 | Tea Steepers. |
| 051 1.00 | Dinner Plates. | 1040 1.40 | 160 2.25 | 2 \$.50 |
| 061 1.15 | 19 ..... .35 | 1050 1.55 | 200 2.75 | 8 ..... .55 |
| 081 1.40 | 30 ..... .30 | 2000 1.00 | 301 1.40 | Handy Strainers. |
| 0101 1.65 | 31 ..... .35 | 2010 1.10 | 1001 1.75 | 140 \$.15 |
| 0121 1.85 | Pie Plates. | 2020 1.20 | 1201 2.00 | Gravy Strainers. |
| Comb. Dbl Sauce | 27 \$.30 | 2030 1.25 | 1601 2.50 | 2 \$.85 |
| Pans. | 28 ..... .30 | 2040 1.45 | 2001 3.00 | Jelly Strainers. |
| 1 \$1.50 | 29 ..... .35 | 2050 1.65 | Covered Stove Pots. | 20 \$.30 |
| 11 1.75 | 30 ..... .35 | Fireless Cooker Pots | 706 \$1.25 | 18 \$.15 |
| Comb. Triple Sauce | 31 ..... .35 | 420 \$.85 | 707 1.50 | 14 ..... .30 |
| Pans. | 32 ..... .35 | 620 1.15 | 708 2.00 | Female Urinals. |
| 10 \$2.25 | 33 ..... .40 | 820 1.40 | 709 2.50 | 1 \$3.00 |
| 101 2.50 | 41 ..... .55 | 1420 1.25 | 7061 1.50 | Male Urinals. |
| Sauce Pans. | Lebanon Pie Plates. | 1620 1.60 | 7071 1.75 | |
| 162 ..... .55 | 47 \$.35 | 1820 1.90 | 7081 2.25 | |
| 163 ..... .60 | 48 ..... .35 | 450 1.15 | 7091 2.75 | |
| 164 ..... .70 | 49 ..... .30 | 650 1.55 | Soup Stock Pots. | |
| | 50 ..... .30 | 850 1.85 | 212 \$4.50 | |

(Continued from Page 159)

3-4, \$2.75 each; Blue Wing, 3 1/4-4 1/4, \$2.75 each; Blue Wing, 4-5, \$2.75 each; Dreadnaught, 3-4, \$2.50 each; Dreadnaught, 3 1/4-4 1/4, \$2.50 each; Dreadnaught, 4-5, \$2.50 each; Bluebird, 3-4, \$2.50 each; Bluebird, 3 1/4-4 1/4, \$2.50 each; Bluebird, 4-5, \$2.50 each; Pacemaker, 3-4, \$2.65 each; Pacemaker, 3 1/4-4 1/4, \$2.65 each; Pacemaker, 4-5, \$2.65 each; Tuff Temper, 3-4, \$2.50 each; Tuff Temper, 3 1/4-4 1/4, \$2.50 each; Tuff Temper, 4-5, \$2.50 each; Quaker City, 3-4, \$2.50 each; Quaker City, 3 1/4-4 1/4, \$2.50 each; Quaker City, 4-5, \$2.50 each; Old Forge, 3-4, \$2.25 each; Old Forge, 3 1/4-4 1/4, \$2.25 each; Old Forge, 4-5, \$2.25 each; Freighters, 3-F, \$2.25 each.

BABBITT—Frictionless, 85c lb.; Magnolia, 40c lb.; No. 4, 30c lb.; No. 1, 30c lb.; No. A, \$1.10 lb.; Challenge, 85c lb.; Special Motor, 85c lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickeled, \$1.00 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb. Ripping or Wrecking, Goose Neck No. 3657—3/4 x 18, 50c each; Goose Neck No. 3659—3/4 x 24, 75c each; Goose Neck No. 3662—3/4 x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$2.85 each; No. 1662, \$3.15 each. Ever Ready same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2 inch Rough, 95c each; 3/4 inch, \$1.25 each; 1 inch, \$1.65 each; 1 1/2 inch, \$2.90 each.

112—1/2 inch Finished, \$1.15 each; 3/4 inch, \$1.35 each; 1 inch, \$1.75 each; 1 1/2 inch, \$3.25 each.

0112—1/2 inch Nickel-plated, \$1.25 each; 3/4 inch, \$1.50 each; 1 inch, \$2.00 each; 1 1/2 inch, \$3.60 each.

Hose 1113—1/2 inch Rough, \$1.10 each; 3/4 inch, \$1.35 each; 1 inch, \$1.75 each; 1 1/2 inch, \$3.25 each; 2 inch, \$6.00 each; 1 1/2 inch Finished, \$1.25 each; 3/4 inch, \$1.50 each; 1 inch, \$2.00 each; 1 1/2 inch, \$3.60 each.

0113—1/2 inch Nickel-plated, \$1.50 each; 3/4 inch, \$1.65 each; 1 inch, \$2.10 each.

BITS—Auger

| Size | 16ths. | 3 | 4-8 | 9-10 | 10-12 | 13-14 | 14-16 | 18 | 20 |
|-----------|--------|------|------|------|-------|-------|-------|-------|----|
| 31—List. | | | | | | | | | |
| Doz... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 | |
| 31—Sell. | | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 | |
| 100—List. | | | | | | | | | |
| Doz... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 | |
| 100—Sell. | | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 | |
| 101—List. | | | | | | | | | |
| Doz... | 5.00 | 6.00 | 7.00 | 8.25 | | | | | |
| 101—Sell. | | | | | | | | | |
| Each... | .40 | .45 | .50 | .75 | | | | | |

RETAIL SELLING PRICE—Continued.

| | | | | | | | | | | | | | | | | | | | | | |
|---|--|------|------|------|------|------|------|------|--|----------|-------------------------------|----------|----------|----------|-------|------|-------|------|------|------|------|
| Size 16ths. 8 4-6 7 8 9 10 11-12 13-14 | | | | | | | | | | | BOLTS— | | | | | | | | | | |
| 35—List. | 4.50 | 4.00 | 4.50 | 5.00 | 5.50 | 6.00 | 7.00 | 8.00 | Common Carriage—3-16 & ¼-in. 5-16-in. ¾-in. 1½-in. | | | | | | | | | | | | |
| 35—Sell. | | | | | | | | | Dox. 100 | Dox. 100 | Dox. 100 | Dox. 100 | | | | | | | | | |
| Each... | .30 | .25 | .30 | .35 | .40 | .45 | .50 | .60 | 1-1½ | 20 | 1.00 | 25 | 1.40 | 30 | 1.90 | .55 | 3.72 | | | | |
| Size 16ths. | 15-16 17-18 20 22 24 | | | | | | | | 2 | .20 | 1.20 | .30 | 1.64 | .35 | 2.06 | .55 | 3.72 | | | | |
| 35—List. | | | | | | | | | 2½ | .20 | 1.20 | .30 | 1.64 | .35 | 2.22 | .60 | 3.87 | | | | |
| 35—Sell. | | | | | | | | | 3 | .20 | 1.30 | .30 | 1.76 | .35 | 2.38 | .60 | 4.02 | | | | |
| Each... | 9.00 10.50 12.00 13.50 15.00 | | | | | | | | 3½ | .25 | 1.40 | .30 | 1.88 | .40 | 2.54 | .65 | 4.35 | | | | |
| 47—List. | | | | | | | | | 4 | .25 | 1.50 | .30 | 2.00 | .40 | 2.70 | .70 | 4.67 | | | | |
| 47—Sell. | | | | | | | | | 4½ | .25 | 1.60 | .35 | 2.12 | .45 | 2.86 | .75 | 5.00 | | | | |
| Each... | .75 .70 .85 .95 1.00 | | | | | | | | 5 | .25 | 1.70 | .35 | 2.24 | .45 | 3.02 | .80 | 5.30 | | | | |
| Size 16ths. 4-6 7 8 9 10 11 12 13 | | | | | | | | | | | 5½ | .30 | 1.80 | .40 | 2.36 | .50 | 3.18 | .85 | 5.62 | | |
| 47—List. | 9.00 10.00 11.25 12.50 13.75 15.00 16.25 17.50 | | | | | | | | | | 6 | .30 | 1.90 | .40 | 2.48 | .50 | 3.34 | .85 | 5.94 | | |
| 47—Sell. | | | | | | | | | | | 6½ | .35 | 2.15 | .45 | 2.80 | .55 | 3.72 | .90 | 6.26 | | |
| Each... | .45 .65 .75 .90 .95 1.00 1.10 1.15 | | | | | | | | | | 7 | .35 | 2.40 | .45 | 3.11 | .60 | 4.10 | .95 | 6.59 | | |
| Size 16ths. | 14 15 16 | | | | | | | | | | 7½ | .40 | 2.75 | .50 | 3.24 | .65 | 4.32 | 1.00 | 6.90 | | |
| 47—List. | | | | | | | | | | | 8 | .40 | 3.05 | .50 | 3.87 | .65 | 4.54 | 1.05 | 7.20 | | |
| 47—Sell. | | | | | | | | | | | 8½ | | | | .55 | 3.51 | .70 | 4.72 | 1.10 | 7.37 | |
| Each... | 1.20 1.30 1.40 | | | | | | | | | | 9 | | | | .55 | 3.85 | .75 | 4.90 | 1.15 | 7.54 | |
| Size 16ths. 5-8 9 10 11 12 13 14 15 | | | | | | | | | | | 9½ | | | | .60 | 3.79 | .80 | 5.08 | 1.20 | 8.02 | |
| 53—List. | | | | | | | | | | | 10 | | | | | .60 | 3.92 | .80 | 5.27 | 1.25 | 8.50 |
| 53—Sell. | | | | | | | | | | | BOLTS— | | | | | | | | | | |
| Each... | 1.35 1.50 1.65 1.80 1.90 1.95 2.35 2.45 | | | | | | | | | | Machine Square Head and Nut— | | | | | | | | | | |
| Solid Center, in Sets—111¼, \$1.60 set; 15, \$3.55 set; 26, \$5.40 set; 35, \$7.90 set; 38 C, \$5.00 set. | | | | | | | | | | | ¾-in. 5-16-in. ¾-in. 7-16-in. | | | | | | | | | | |
| Irwin, in Sets—53, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. | | | | | | | | | | | Dox. 100 | Dox. 100 | Dox. 100 | Dox. 100 | | | | | | | |
| Russell Jennings, in Sets—4520½, \$4.90 set; 4532½, 4532½ C, \$8.25 set; 4720½, \$5.10 set. | | | | | | | | | | | 1-1½ | .25 | 1.70 | .30 | 2.00 | .85 | 2.40 | .40 | 2.86 | | |
| BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each. | | | | | | | | | | | ¾-in. | .60 | 3.68 | .80 | 5.30 | 1.20 | 7.85 | | | | |
| BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each. | | | | | | | | | | | 5-16-in. | .30 | 2.12 | .35 | 2.56 | .45 | 3.06 | | | | |
| BEVELS—Sliding T—No. 18: 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c. | | | | | | | | | | | ¾-in. | .65 | 3.73 | .85 | 5.69 | 1.30 | 8.42 | | | | |
| BLOCKS—Wood Tackle. | | | | | | | | | | | 5-16-in. | .30 | 1.86 | .35 | 2.24 | .40 | 2.72 | .50 | 3.27 | | |
| Com. Sngl. Com. Dbl. Com. Triple Pat. Sngl. Pat. Dbl. Pat. Trpl. | | | | | | | | | | | ¾-in. | .70 | 4.10 | .90 | 5.89 | 1.40 | 8.99 | | | | |
| 3-inch .80 \$1.45 \$1.90 \$1.20 \$2.20 \$3.20 | | | | | | | | | | | 5-16-in. | .30 | 1.94 | .35 | 2.36 | .40 | 2.88 | .55 | 3.47 | | |
| 4-inch .95 1.75 2.35 1.30 2.50 3.60 | | | | | | | | | | | ¾-in. | .70 | 4.47 | .95 | 6.08 | 1.45 | 9.55 | | | | |
| 5-inch 1.00 1.90 2.50 1.40 2.80 3.85 | | | | | | | | | | | 5-16-in. | .30 | 2.02 | .40 | 2.48 | .45 | 3.04 | .55 | 3.67 | | |
| 6-inch 1.20 2.20 3.20 1.65 3.15 4.85 | | | | | | | | | | | ¾-in. | .75 | 4.73 | 1.05 | 6.66 | 1.55 | 10.10 | | | | |
| 7-inch 1.45 2.65 3.85 1.85 3.65 5.50 | | | | | | | | | | | 5-16-in. | .30 | 2.10 | .40 | 2.60 | .45 | 3.20 | .60 | 3.88 | | |
| 8-inch 1.80 3.10 4.65 2.50 4.50 6.60 | | | | | | | | | | | ¾-in. | .80 | 5.00 | 1.10 | 7.24 | 1.60 | 10.66 | | | | |
| 10-inch 3.00 4.90 6.85 3.85 6.60 9.35 | | | | | | | | | | | 5-16-in. | .35 | 2.20 | .45 | 2.75 | .50 | 3.40 | .65 | 4.08 | | |
| 12-inch 4.85 8.25 11.70 5.80 10.00 14.50 | | | | | | | | | | | ¾-in. | .85 | 5.26 | 1.15 | 7.62 | 1.70 | 11.22 | | | | |
| BLOCKS—Steel Tackle | | | | | | | | | | | 5-16-in. | .35 | 2.30 | .45 | 2.90 | .50 | 3.59 | .70 | 4.28 | | |
| Size Single Double | | | | | | | | | | | ¾-in. | .85 | 5.53 | 1.20 | 8.01 | 1.80 | 11.78 | | | | |
| 3-inch .90 \$1.50 | | | | | | | | | | | 5-16-in. | .40 | 2.39 | .50 | 3.02 | .55 | 3.75 | .70 | 4.49 | | |
| 4-inch 1.00 1.85 | | | | | | | | | | | ¾-in. | .90 | 5.80 | 1.25 | 8.40 | 1.90 | 12.34 | | | | |
| 5-inch 1.10 2.00 | | | | | | | | | | | 5-16-in. | .40 | 2.47 | .50 | 3.14 | .60 | 3.91 | .75 | 4.70 | | |
| 6-inch 1.25 2.25 | | | | | | | | | | | ¾-in. | .95 | 6.06 | 1.80 | 8.79 | 1.95 | 12.90 | | | | |
| 8-inch 1.85 3.25 | | | | | | | | | | | 5-16-in. | .6½ | | .55 | 3.27 | .65 | 4.07 | .80 | 4.90 | | |
| 10-inch 3.00 5.00 | | | | | | | | | | | ¾-in. | 1.00 | 6.33 | 1.40 | 9.17 | 2.10 | 13.46 | | | | |
| BLOCKS—Wood Snatch. | | | | | | | | | | | 5-16-in. | .7 | | .55 | 3.39 | .65 | 4.24 | .85 | 5.10 | | |
| 6-inch \$3.00 | | | | | | | | | | | ¾-in. | 1.00 | 6.59 | 1.45 | 9.56 | 2.20 | 14.03 | | | | |
| 8-inch 4.35 | | | | | | | | | | | 5-16-in. | .8 | | .60 | 3.63 | .70 | 4.59 | .90 | 5.51 | | |
| 10-inch 6.25 | | | | | | | | | | | ¾-in. | 1.10 | 7.12 | 1.60 | 10.84 | 2.35 | 15.15 | | | | |
| 12-inch 7.50 | | | | | | | | | | | 5-16-in. | .9 | | | .75 | 4.90 | | | | | |
| BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. | | | | | | | | | | | ¾-in. | 1.15 | 7.65 | 1.70 | 11.12 | 2.50 | 16.27 | | | | |
| BOARDS, IRONING— | | | | | | | | | | | 5-16-in. | .10 | | | .80 | 5.22 | | | | | |
| With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$3.00 each; No. 20, Springer, 54x18 in. sleeve board, \$2.75 each; No. 30, Springer, 54x18 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each. | | | | | | | | | | | ¾-in. | 1.20 | 8.18 | 1.85 | 11.89 | 2.65 | 17.40 | | | | |
| Without Table (Skirt Boards)—4 foot, 75c each; 5 foot, \$1.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each. | | | | | | | | | | | 5-16-in. | .11 | | | .85 | 5.55 | | | | | |
| BOARDS, STOVE— | | | | | | | | | | | ¾-in. | 1.30 | 8.71 | 1.95 | 12.67 | 2.80 | 18.51 | | | | |
| Paper Lined—No. 45—18x18, 80c each; 24x24, 90c each; 26x26, \$1.00 each; 28x28, \$1.15 each; 30x30, \$1.35 each; 32x32, \$1.75 each; 36x36, \$2.00 each. No. 125—24x36, \$1.50 each; 26x30, \$1.60 each; 28x34, \$1.75 each; 30x36, \$2.00 each; 32x42, \$2.50 each. No. 200—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.15 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.75 each; 36x36, \$2.25 each. | | | | | | | | | | | 5-16-in. | .12 | | | .90 | 5.87 | | | | | |
| Wood Lined—No. 80—24x24, \$1.50 each; 26x26, \$1.75 each; 28x28, \$2.00 each; 30x30, \$2.40 each; 32x32, \$3.00 each; 36x36, \$3.50 each. No. 90—24x36, \$2.00 each; 26x32, \$2.00 each; 28x34, \$2.50 each; 30x38, \$3.00 each; 32x42, \$3.50 each. | | | | | | | | | | | ¾-in. | 1.40 | 9.24 | 2.05 | 13.44 | 3.00 | 19.63 | | | | |
| For future delivery, D¼% from above prices. | | | | | | | | | | | | 1.50 | 9.77 | 2.20 | 14.22 | 3.20 | 20.75 | | | | |
| BOARDS, WASH—Toy No 815, 20c each; Single Zinc No. 820, 40c each; 980, 50c each; 983, 45c each; Double Zinc No. 934, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 60c each. | | | | | | | | | | | | 1.60 | 10.30 | 2.30 | 15.00 | 3.40 | 21.88 | | | | |
| BOLTS— | | | | | | | | | | | | 1.70 | 10.83 | 2.40 | 15.77 | 3.60 | 23.00 | | | | |
| Carriage— | | | | | | | | | | | | 1.75 | 11.36 | 2.50 | 16.54 | 3.80 | 24.12 | | | | |
| Small | | | | | | | | | | | | | | | | | | | | | |
| Large | | | | | | | | | | | | | | | | | | | | | |
| Machine— | | | | | | | | | | | | | | | | | | | | | |
| Small | | | | | | | | | | | | | | | | | | | | | |
| Large | | | | | | | | | | | | | | | | | | | | | |
| Stove Bolts, 30% off List. | | | | | | | | | | | | | | | | | | | | | |
| Stud | | | | | | | | | | | | | | | | | | | | | |
| Contractors. | | | | | | | | | | | | | | | | | | | | | |
| Plus 10% | | | | | | | | | | | | | | | | | | | | | |
| Plus 25% | | | | | | | | | | | | | | | | | | | | | |
| Retail, by doz. | | | | | | | | | | | | | | | | | | | | | |
| Plus 50% | | | | | | | | | | | | | | | | | | | | | |
| Plus 50% | | | | | | | | | | | | | | | | | | | | | |

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum.

| | Thermos. | Universal. |
|--------|----------|------------|
| 10 | \$1.75 | 61 \$1.75 |
| 10q | 2.75 | 62 2.75 |
| 11 | 2.00 | 21 2.00 |
| 11q | 3.25 | 22 3.25 |
| 14 | 2.25 | 71 2.25 |
| 14q | 3.50 | 72 3.50 |
| 15 1/2 | 2.75 | 91 3.00 |
| 15 | 3.00 | 92 4.50 |
| 15q | 4.50 | 81 3.25 |
| 6 | 3.25 | 82 5.00 |
| 6q | 5.00 | |

Fillers—Thermos and Universal.

| | | |
|-------------|--------|------------|
| 1/2 Pint | \$1.25 | |
| 1 Pint | 1.50 | |
| 1 Quart | 2.50 | |
| Lunch Kits— | | |
| Thermos. | | Universal. |
| 391 & 395 | \$3.00 | 310 \$3.25 |
| 392 & 396 | 3.25 | 410 3.50 |
| 393 & 397 | 3.50 | 510 3.75 |
| 394 & 398 | 4.25 | |

BRACKETS—Shelf—

| Japanned— | Pair | B. P.— | Pair |
|-----------|--------|--------------------------|--------|
| 3x 4 | \$.30 | 3x 4 | \$.35 |
| 4x 5 | .25 | 4x 5 | .40 |
| 5x 7 | .30 | 5x 7 | .50 |
| 6x 8 | .40 | 6x 8 | .65 |
| 7x 9 | .45 | 7x 9 | .75 |
| 8x10 | .50 | 8x10 | .80 |
| 10x12 | .65 | 10x12 | 1.00 |
| 12x14 | 1.00 | 12x14 | 1.25 |
| 16x18 | 2.25 | N.P. & O.C. same as B.P. | |

BRACES—

| | 811 | 911 | 933 | 945 | 956 |
|------|--------|--------|--------|--------|--------|
| 6 | | \$2.85 | \$2.25 | | |
| 8 | \$3.35 | 2.85 | 2.25 | | |
| 10 | 3.50 | 3.00 | 2.50 | \$1.75 | \$.85 |
| 12 | 3.75 | 3.25 | 3.00 | 2.00 | 1.00 |
| 14 | 4.25 | 3.75 | 3.25 | | |
| 16 | 4.50 | | | | |
| | | 993 | 921 | 955 | |
| 8 | | 3.00 | 3.00 | | |
| 10 | | 4.15 | 3.25 | 1.50 | |
| 12 | | | 3.50 | 1.65 | |
| PS&W | | 8008 | 8010 | 8012 | 8014 |
| | | \$3.00 | \$3.25 | \$3.50 | \$3.75 |

BOXES—Mitre—

| Goodell— | Each | Stanley— | Each |
|----------|---------|----------------------|---------|
| 285 | \$17.25 | 50 1/2 | \$ 8.50 |
| 305 | 17.75 | 246 | 18.00 |
| 306 | 20.00 | 358 | 20.00 |
| | | 460 | 25.00 |
| Langdon— | | Star— | |
| 72 | \$17.75 | 40 | \$ 3.25 |
| 73 | 18.50 | 41 | 3.75 |
| 74 | 20.50 | Stearn's Perfection— | |
| 75 | 21.00 | 20 | \$ 3.25 |

BRADS—Wire.

| | Bulk per lb. | 1/2-lb. pkgs. | 1/4-lb. pkgs. |
|-------------------|--------------|---------------|---------------|
| 1/2 & 3/4 inch | \$.30 | \$.15 | \$.10 |
| 3/4 to 1 1/2 inch | .30 | .15 | .10 |
| 1 1/2 to 2 inch | .15 | .15 | .10 |

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sign, 80c; Spring, \$1.10.

BREAD MAKERS—Universal—No. 2. each. \$2.25: No. 4. \$2.50; No. 8, \$3.50.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—

| | 1 1/2 | 2 | 2 1/2 | 3 | 3 1/2 | 4 | 6 |
|------|----------|------|-------|------|-------|------|------|
| 40 | Doz. .20 | .25 | .30 | .35 | .40 | .50 | .80 |
| 1040 | Doz. .80 | 1.00 | 1.15 | 1.50 | 1.85 | 2.00 | 3.50 |

BROOMS—

| BROOMS— | | Household | |
|--------------|--------|--------------|--------|
| No. or Brand | Each | No. or Brand | Each |
| 0 Toy | \$.20 | Pima | \$1.35 |
| 00 Toy | .30 | Navajo | 1.80 |
| Astec | 1.00 | Warehouse | 1.25 |
| Cortez | 1.10 | 10 | 1.20 |
| Verde | 1.25 | 229 | 1.40 |
| Union | 1.15 | 230 | .90 |
| Apache | 1.25 | | |

Push or Street

| | | | |
|-------|------|-----|------|
| 114 B | 1.00 | 252 | 1.35 |
| 116 B | 1.10 | 253 | 1.45 |
| 120 | .75 | 254 | 1.65 |
| 121 | .80 | 256 | .85 |
| 122 | .90 | 258 | 1.30 |
| 123 | 1.40 | 260 | 1.40 |

BRUSHES—

| No. or Brand | Each | No. or Brand | Each |
|--------------------|--------|--------------|--------|
| 2 | \$.45 | 7 | \$.55 |
| 3 | .50 | 10 | .80 |
| 5 1/2 | .50 | 15 | .55 |
| Counter or Dusting | | | |
| 15 | .60 | 20 | .90 |
| 17 | .80 | 7 | 1.55 |

Floor or Garage

| | | | |
|-----|------|-----|------|
| 12 | .80 | 220 | 2.15 |
| 14 | 1.00 | 224 | 2.70 |
| 16 | 1.20 | 312 | 1.30 |
| 112 | 1.30 | 314 | 1.40 |
| 114 | 1.50 | 316 | 1.65 |
| 116 | 1.75 | 614 | 8.50 |
| 214 | 1.20 | 616 | 4.15 |
| 216 | 1.65 | 618 | 4.75 |
| 218 | 1.90 | | |

Hand or Nail

| | | | |
|-------------|------|----------|-----|
| Daisy | .05 | Windsor | .10 |
| Collie | .85 | Shoo Fly | .40 |
| Hound | .50 | Wolf | .60 |
| Mastiff | .60 | 72 | .30 |
| Pointer | .40 | 73 | .50 |
| Spaniel | .35 | 73 P | .45 |
| St. Bernard | 1.00 | 800 | .60 |

Kalsomine

| | | | |
|-----|------|-----|------|
| 240 | 4.75 | 310 | 1.50 |
|-----|------|-----|------|

Marking

| | | | |
|---|-----|---|-----|
| 1 | .10 | 4 | .15 |
| 2 | .10 | 5 | .15 |
| 3 | .10 | 6 | .15 |

Paint

| | | | |
|------------|-----|------------|------|
| 151, 2 1/2 | .25 | 159, 3 1/2 | .80 |
| 151, 3 | .35 | 159, 4 | 1.00 |
| 151, 3 1/2 | .45 | 165, 3 | .90 |
| 151, 4 | .60 | 165, 3 1/2 | 1.25 |
| 155, 3 | .40 | 165, 4 | 1.50 |
| 155, 3 1/2 | .60 | 165, 4 1/2 | 1.75 |
| 155, 4 | .80 | 228, 3 1/2 | 1.75 |
| 155, 4 1/2 | .90 | 228, 4 | 1.75 |
| 159, 2 1/2 | .50 | 228, 4 1/2 | 2.25 |
| 159, 3 | .60 | | |

Roofing

| | | | |
|-----|------|-----|------|
| 401 | 1.25 | 404 | 1.50 |
|-----|------|-----|------|

Sash

| | | | |
|-------|-----|-------|-----|
| 20, 2 | .15 | 20, 6 | .20 |
| 20, 4 | .15 | 20, 8 | .25 |

Scrub

| | | | |
|-----------|-----|---------|-----|
| Alligator | .35 | Monitor | .40 |
| Bird | .10 | Mouse | .15 |
| Boston | .25 | Rat | .20 |
| Cat | .25 | 501 | .20 |
| Cruiser | .25 | 510 | .25 |
| Duck | .30 | 512 | .30 |
| Gem | .15 | 601 | .25 |
| Goose | .25 | 604 | .50 |
| Hub | .30 | | |

Shoe

| | | | |
|----|-----|-----|-----|
| 00 | .20 | 22 | .25 |
| 2 | .15 | 38 | .35 |
| 14 | .30 | 214 | .75 |
| 21 | .20 | 608 | .50 |

Sink

| | | | |
|-------|-----|-----------|-----|
| Magic | .15 | 1 Pot (0) | .05 |
| Owl | .15 | | |

Shaving

| | | | |
|-----|------|------|------|
| 124 | .60 | 349 | .35 |
| 125 | .75 | 350 | .35 |
| 126 | .85 | 357 | .90 |
| 221 | 1.00 | 371 | 1.00 |
| 222 | 1.45 | 491 | .75 |
| 255 | .40 | 492 | .85 |
| 252 | 3.00 | 493 | 1.15 |
| 260 | 2.00 | 500 | .45 |
| 275 | .25 | 2731 | .35 |
| 810 | .35 | 6870 | .75 |

Stencil

| | | | |
|--------|-----|---------|-----|
| 408, 4 | .20 | 408, 8 | .40 |
| 408, 6 | .25 | 408, 10 | .50 |

Window

| | | | |
|----------------|-----|----------------|-----|
| 00 | .75 | 1512, Squeegee | .35 |
| 3 | .60 | 1514, Squeegee | .40 |
| 7 | .85 | 1516, Squeegee | .75 |
| 1510, Squeegee | .30 | | |

BUCKETS—

| Common Galv. | Each | Stock— | Each |
|---------------|--------|------------|--------|
| 8 | \$.40 | 14 | \$.90 |
| 10 | .50 | 16 | 1.00 |
| 12 | .60 | 18 | 1.15 |
| 14 | .65 | 20 | 1.25 |
| 16 | .75 | Well Galv. | Each |
| Garbage Galv. | Each | 10 Qt. | \$.85 |
| 00 | \$1.60 | 12 Qt. | 1.00 |
| 02 | 1.85 | Wood— | Each |
| 03 | 2.25 | Short ear | \$.85 |
| | | Strap ear | .90 |

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

RETAIL SELLING PRICES—Continued.

CATCHES—

| No. or Brand | Each | Cupboard | No. or Brand | Each |
|----------------------|------|----------------------|--------------|------|
| 024 | .10 | 4112, SR, SHA, KF, E | .10 | |
| 329, R, EA, E | .05 | 8002, EA, SHA, E | .25 | |
| 4002, R, EA, HA | .10 | 9400, R, EA | .05 | |
| 4002, SR, SHA, KF, E | .10 | 9400, SHA, E | .05 | |
| 4112, R, EA, HA | .10 | | | |

| | Elbow | | |
|----|-------|----|-----|
| 10 | .05 | 15 | .15 |
| 12 | .10 | 18 | .05 |

| | Forge | | |
|------|-------|------|-----|
| 85 F | .05 | 12 F | .20 |
| 11 F | .10 | | |

| | French Window | | |
|-----------------|---------------|----------------------|-----|
| 2103 | .10 | 4102, SR, SHA, KF, E | .15 |
| 4102, R, EA, HA | .15 | | |

| | Friction Cabinet | | |
|-------------|------------------|-----------------|-----|
| 01820 ¼, EA | .15 | 01820 ¼, SHA, E | .20 |

| | Screen | | |
|------|--------|------|-----|
| 21 | .20 | R 25 | .20 |
| J 25 | .20 | E 25 | .25 |

| | Show Case | | |
|---|-----------|----|-----|
| 1 | .25 | 24 | .45 |

| | Transom | | |
|-------------------|---------|-------------------|-----|
| 3278 ¼ | .85 | 4442 ¼, SH, KF, E | .25 |
| 4433, R, EA, KF | .25 | 4633, R, EA | .50 |
| 4433, SHA, E | .25 | 4633, SHA, KF, E | .60 |
| 4433 ¼, R, EA, KF | .25 | 8433, EA | .75 |
| 4433 ¼, SHA, E | .25 | 8433, E | .75 |
| 4433 ¼, R, EA | .25 | 8433 ¼, EA | .75 |
| 4433 ¼, SHA, KF | .30 | 8433 ¼, SHA, E | .75 |
| 4442, R, EA | .25 | 8442 ¼, EA | .65 |
| 4442, SHA, KF, E | .25 | 8442 ¼, SHA, E | .65 |
| 4442 ¼, R, EA | .25 | | |

CHAINS—

| Size | Pair | Tire—Weeds' | Size | Pair |
|----------|--------|-------------|------|-------|
| 2 ½ x 28 | \$3.50 | 4 ½ x 30 | | 6.50 |
| 2 ½ x 30 | 3.75 | 4 ½ x 32 | | 7.00 |
| 3 x 28 | 4.00 | 4 ½ x 33 | | 7.50 |
| 3 x 30 | 4.50 | 4 ½ x 34 | | 7.50 |
| 3 x 32 | 5.00 | 4 ½ x 35 | | 8.00 |
| 3 x 34 | 5.50 | 4 ½ x 36 | | 8.50 |
| 3 x 36 | 6.00 | 4 ½ x 37 | | 8.75 |
| 3 ½ x 28 | 4.50 | 4 ½ x 38 | | 9.50 |
| 3 ½ x 30 | 5.00 | 4 ½ x 40 | | 11.00 |
| 3 ½ x 32 | 5.50 | 5 x 34 | | 8.50 |
| 3 ½ x 34 | 6.00 | 5 x 35 | | 9.00 |
| 3 ½ x 36 | 6.50 | 5 x 36 | | 9.00 |
| 4 x 30 | 5.50 | 5 x 37 | | 9.75 |
| 4 x 31 | 6.00 | 5 x 38 | | 10.50 |
| 4 x 32 | 6.00 | 5 x 39 | | 11.25 |
| 4 x 33 | 6.50 | 5 x 40 | | 12.00 |
| 4 x 34 | 7.00 | 5 ½ x 36 | | 12.00 |
| 4 x 35 | 7.50 | 5 ½ x 37 | | 13.00 |
| 4 x 36 | 7.50 | 5 ½ x 38 | | 14.00 |
| 4 x 37 | 8.00 | 6 x 38 | | 14.00 |
| 4 x 40 | 10.00 | 6 x 40 | | 15.00 |

CHAIN—Germain Straight Link (coil)—

6-0, 15c ft.; 5-0, 12 ½ c ft.; 4-0, 10c ft.; 3-0, 8c ft.; 2-0, 7 ½ c ft.; 0, 7c ft.; 1, 6c ft.; 2, 5c ft.

Norway Straight Link (coil)—½, 20c lb.; ¾, 20c lb.; 1, 18c lb.

Passing Link (coil)—4-0, 12c ft.; 3-0, 11c lb.; 2-0, 10c lb.

Proof Straight Link (coil)—3-16 black, 25c lb.; ¼, 22c lb.; 5-16, 20c lb.; ¾, 20c lb.; 7-16, 18c lb.; ½, 16c lb.; ¾, 15c lb.; 1, 15c lb.

Proof Twisted Link (coil)—3-16 black, 25c lb.; ¼, 22c lb.; 5-16, 20c lb.; ¾, 20c lb.; 7-16, 18c lb.

B.B. Proof Straight Link (coil)—5-16, 25c lb.; ¾, 22c lb.; ¾, 20c lb.; ¾, 18c lb.; ¾, 18c lb.

Twisted Machine Coppered (coil)—4-0, 16c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 14c ft.

Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12c yd.; 8 Iron, 15c yd.; 120 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 15c yd.; 114 brass, 20c yd.; 113 brass, 25c yd.; 112 brass, 30c yd.; 110 brass, 45c yd.

Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd.

Sash—01 Copper Plated, 3c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 2 ½ c ft.; 10 Cable, 25c ft.; 56 Universal, 5c ft.

Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set.

CHALK—Carpenters, per piece, 2 ½ c. School Crayon, per gross 50c; 6 for 5c.

CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. ball—size 150, each 10c; size 250, each 10c; size 350, each 10c.

CHEEKS—Door—All Makes. Liquid Checks—A-11, \$4.25; B-12, \$3.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, ¼-inch plain, 55c each; ½-inch, 60c each; ¾-inch, 65c each; 1-inch, 70c each; 1 ½-inch, 75c each; 2-inch, 80c each; ¾-inch, 85c each; 1-inch, 90c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.15 each; 2 ½-inch, \$1.25 each; 3-inch, \$1.35 each.

\$1.35 each. No. 36, ¼-inch beveled, 75c each; ½-inch, 75c each; ¾-inch, 80c each; 1-inch, 85c each; 1 ½-inch, 90c each; 2-inch, 95c each; 2 ½-inch, \$1.00 each; 3-inch, \$1.10 each; 3 ½-inch, \$1.20 each; 4-inch, \$1.35 each; 4 ½-inch, \$1.50 each; 5-inch, \$1.75 each.

Buck Bros., Socket Framing, No. 56, ¼-inch, 80c each; ½-inch, 85c each; ¾-inch, 90c each; 1-inch, 95c each; 1 ½-inch, \$1.00 each; 2-inch, \$1.05 each; 2 ½-inch, \$1.10 each; 3-inch, \$1.25 each; 3 ½-inch, \$1.40 each; 4-inch, \$1.50 each; 4 ½-inch, \$1.65 each.

Buck Bros., Tanged Butt, No. 4, 1 ½-inch, \$1.25 each; 2-inch, \$1.30 each; 2 ½-inch, \$1.75 each; 3-inch, \$1.90 each.

Buck Bros., Tanged Turning, No. 21, ¼-inch, 45c each; ½-inch, 50c each; ¾-inch, 55c each; 1-inch, 60c each; 1 ½-inch, 70c each; 2-inch, 75c each; 2 ½-inch, 80c each; 3-inch, 90c each; 3 ½-inch, \$1.00 each; 4-inch, \$1.30 each; 4 ½-inch, \$1.60 each; 5-inch, \$1.80 each.

Everlasting, Pocket, No. 40E, ¼-inch, 80c each; ½-inch, 85c each; ¾-inch, 90c each; 1-inch, 95c each; 1 ½-inch, 95c each; 2-inch, \$1.00 each; 2 ½-inch, \$1.10 each; 3-inch, \$1.15 each; 3 ½-inch, \$1.20 each; 4-inch, \$1.30 each; 4 ½-inch, \$1.40 each; 5-inch, \$1.60 each.

Cape, No. 150 (50), ½-inch, 25c each; 3-16 inch, 25c each; ¼-inch, 35c each; 5-16 inch, 35c each; ¾-inch, 35c each; 1-inch, 40c each; 1 ½-inch, 40c each; 2-inch, 50c each.

Diamond Point, No. 55 (155), ¼-inch, 35c each; 5-16 inch, 35c each; ¾-inch, 40c each; 1-inch, 50c each.

Regular or Common Taper, No. 40, ¼-inch, 10c each; 5-16 inch, 10c each; ¾-inch, 15c each; 1-inch, 15c each; 1 ½-inch, 20c each; 2-inch, 30c each; 2 ½-inch, 40c each; 3-inch, 50c each.

Chrome Nickel Black, No. 46 H (145), ¼-inch, 15c each; 5-16 inch, 20c each; ¾-inch, 20c each; 1-inch, 25c each; 1 ½-inch, 30c each; 2-inch, 40c each; 2 ½-inch, 55c each; 3-inch, 70c each.

Chrome Nickel Polished, No. 56 H (607), ¼-inch, 20c each; 5-16 inch, 20c each; ¾-inch, 25c each; 1-inch, 30c each; 1 ½-inch, 40c each; 2-inch, 50c each; 2 ½-inch, 65c each; 3-inch, 85c each.

CHOPPERS—Meat and Food—

Universal—

Enterprise—

0 Universal—\$1.50 5 Enterprise—\$2.50

1 1.85 10 4.25

2 2.25 501 1.25

3 8.00 602 1.50

CHURNS—Barrel, No. 0, \$5.40 each; 1, \$6.10 each; 2, \$6.85 each; 3, \$7.65 each; 4, \$9.80 each; 5, \$11.50 each.

Glass, Dazey (Churns), No. 10, \$1.50; 20, \$2.00; 30, \$2.35; 40, \$3.20. Glass, Dazey (Jars), No. 10, 45c; 20, 80c; 30, \$1.05; 40, \$1.30.

Tin, without Dasher, 1 ½-gallon, \$1.50 each; 2-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.85 each.

Dashers Only, No. 40, 15c each.

CLAMPS—Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.30 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00 each; 64, \$2.65 each; 65, \$3.50 each.

Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 33, 15c each.

CLEANERS—Window—

Rubber—

10-inch ... \$.25 16-inch ... \$.40 14-inch ... \$.40

12-inch30 18-inch45 16-inch50

14-inch35

CLEAVISES—Malleable, 15c lb.

CLIPS—Wire Rope "Bulldog"—3-16 to ¾ inc., each 15c; ¾, 15c; 1, 20c; ¾, 30c; ¾, 35c; 1-in., 45c.

CLIPPERS—Bolt—

New Easy—

No. 0 ... \$3.50 No. 0 ... Extra Cutters \$2.00

No. 1 ... 4.50 No. 1 ... 2.25

No. 2 ... 6.25 No. 2 ... 3.00

No. 3 ... 8.00 No. 3 ... 3.75

O. K.—

10-inch ... 1.50

14-inch ... 1.75

CLOCKS (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$3.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.35; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$3.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tatoo, Jr., \$2.25; Tatoo Int., \$2.50.

CLOTH—Emery, Nos. 00 to 2 ½, 10c straight; No. 3, 15c. 2 for 25c. Carborundum or Aloxit—Nos. FF-90, 10c straight.

CLOTH, WIRE—Screen, 12 M, black, 3 ¾ c sq. ft.; 16 M, black, 5c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 4 ½ c sq. ft.; 16 M, galvanized, 5c sq. ft.; 14 M, Opal, 5c sq. ft.; 16 M, Opal, 5c sq. ft.

COAL—Blacksmith—

Catch weight sacks, per 100 lbs. ... \$1.85

Per 125-lb. sack ... 2.25

COAL CHUTES—Hercules—

No. 1, 16x18 ... \$13.00 No. 5, 20x24 ... \$17.50

No. 2, 18x20 ... 15.00 No. 6, 16x18 ... 14.50

No. 3, 20x24 ... 20.00 No. 7, 30x24 ... 17.50

No. 4, 16x18 ... 11.00 No. 8, 18x24 ... 28.00

RETAIL SELLING PRICES—Continued.

| | | | | | | |
|--|-------|--------|---------------------|--------|---|-------------------|
| COLORS—Dry— | | Lb. | Lb. | | Blacksmiths' Round Shank | |
| Lamp Black | ..... | .25 | Van Dyke | ..... | C 116 | Open |
| Ivory Drop Black | ..... | .85 | Chrome Green | ..... | M 110 | Open |
| Prussian Blue | ..... | .85 | Chrome Yellow | ..... | M 418 | Open |
| Ultra Blue | ..... | .60 | Ochre Golden | ..... | S 119 | Open |
| Umber Raw | ..... | .15 | Ochre Yellow | ..... |  |  |
| Umber Burnt | ..... | .15 | Venetian | ..... | C 111 | Open |
| Sienna Raw | ..... | .15 | Indian Red | ..... | M 109 E | Open |
| Sienna Burnt | ..... | .15 | | | | |
| COLORS—In Oil— | | | Red—Amer Verm. lb. | .60 | Straight Shank | |
| Black—Eng Coach lb. | .50 | | Eng. Verm. 1/2 lb. | 1.40 | C 108 | Open |
| Ivory Drop, lb. | .40 | | Eng. Verm. 1 lb. | 2.80 | M 105 | Open |
| Lamp, lb. | .45 | | Tuscan | .45 | M 330 | Open |
| Blue—Prussian 1/2 lb. | .40 | | Indian | .30 | S 105 | Open |
| 1/2 lb. | .65 | | Venetian | .25 | C 108 A | Open |
| 1 lb. | 1.25 | | Rose Pink | .60 | M 107 | Open |
| Ultram 1/2 lb. | .20 | | Rose Lake | 1.05 | M 340 | Open |
| 1/2 lb. | .35 | | Dutch Pink | .75 | S 107 | Open |
| 1 lb. | .60 | | Carmine | 1.40 | | |
| Cobalt 1 lb. | .80 | | Turkey | 1.70 | Taper Shank | |
| Brown—R&B Sienna 1 | .40 | | Para | 1.30 | C 106 | Open |
| Umber 1 lb. | .40 | | Yellow—Chrome lb. | .50 | M 102 | Open |
| Van Dyke 1 lb. | .50 | | Ochre—Golden lb. | .35 | | |
| Green—Chrome 1 lb. | .40 | | Yellow, 1 lb. | .25 | Bits, Wood (Syracuse Pattern) | |
| COPPER—Sheet, 75c lb. | | | | | C 114 A, S 109 A— | C 114 A, S 109 A— |
| CORD (SASH)—Samson Spot (Hanks), No. 6 S, \$1.65 hank; | | | | | 1 | .25 |
| 7 S, \$2.20 hank; 8 S, 8 SC, \$2.75 hank; 10 S, 10 SC, \$3.40 | | | | | 3 | .25 |
| hank; 12 S, 12 SC, \$6.05 hank; WP 12 SC (coils), \$1.10 lb. | | | | | 4 | .25 |
| Phoenix (coils only)—No. 6 C, 80c lb.; 7 C, 80c; 8 C, 80c; | | | | | 5 | .35 |
| 10 C, 80c; 12 C, 80c; 14 C, 16 C, WP 8 C, 80c. | | | | | 6 | .30 |
| Union (hanks)—No. 6, \$1.20 hank; 7, \$1.50 hank; 8, \$2.00 | | | | | 7 | .30 |
| hank; 10, \$2.95 hank; 12, \$3.95 hank. | | | | | 8 | .35 |
| COTTERS—Hammer Lock or Regular Spring. | | | | | 9 | .45 |
| 1-16, 5-64, 3-32 in. 1/2 in. 5-32 in. | | | | | 10 | .45 |
| Length— | 100 | 1000 | 100 | 1000 | 11 | .60 |
| 1/2-inch | .20 | \$1.25 | .30 | \$2.00 | | |
| 3/4-inch | .25 | 1.40 | .30 | 2.00 | C 114, M 109 or M | C 114, M 109 or M |
| 1-inch | .25 | 1.65 | .35 | 2.25 | 390, and S 108— | 390, and S 108— |
| 1 1/4-inch | .25 | 1.80 | .40 | 2.55 | 1-16 | 15-32 |
| 1 1/2-inch | .30 | 2.05 | .45 | 2.85 | 3-32 | 1/2 |
| 2-inch | .35 | 2.50 | .50 | 3.40 | 1/4 | 17-32 |
| | | | | | 5-32 | 3/8 |
| | | | | | 3-16 | 19-32 |
| | | | | | 7-32 | 1/2 |
| | | | | | 1/2 | 11-16 |
| 1/2-inch | .50 | \$3.75 | | | 9-32 | 13-16 |
| 1-inch | .60 | 4.25 | \$1.00 | \$6.75 | 5-16 | 1/2 |
| 1 1/4-inch | .70 | 5.00 | 1.10 | 8.00 | 11-32 | 3/4 |
| 1 1/2-inch | .80 | 5.50 | 1.25 | 9.00 | 13-32 | 15-16 |
| 2-inch | .90 | 6.00 | 1.50 | 10.00 | 7-16 | 1 |
| 2 1/2-inch | 1.00 | 6.75 | 1.75 | 11.50 | | |
| 3-inch | 1.10 | 7.75 | 2.00 | 14.00 | | |
| CRAYON—Lumber, 10c; Soapstone, 5c. | | | | | Straight Shank Jobbers | |
| CUTTERS—Pipe—Barnes. No. 1, \$2.95 each; No. 2, \$3.90; | | | | | C 108, M 105 or M | C 108, M 105 or M |
| No. 3, \$6.50; No. 4, \$13.00; No. 5, \$19.50; No. 6, \$26.00. | | | | | 390, S 105— | 390, S 105— |
| Saunders—No. 1, \$2.25; No. 2, \$3.25; No. 3, \$8.00; No. 4, | | | | | 1-32 | 7-32 |
| \$12.60. | | | | | 3-64 | 15-64 |
| DAMPERS—Stove Pipe—3, 15c; 4, 20c; 5, 20c; 6, 25c; 7, | | | | | 1-16 | 1/4 |
| 8, 40c; 9, 50c; 10, 60c. | | | | | 5-64 | 9-32 |
| DIVIDERS—Wing, No. 35, 6-inch, 35c pair; 8-inch, 35c pair; | | | | | 3-32 | 5-16 |
| 10-inch, 50c pair; 12-inch, 75c pair. | | | | | 7-64 | 11-32 |
| Wing Extension, No. 9, 6-inch, 90c pair; 8-inch, \$1.00 pair; | | | | | 1/2 | 1/2 |
| 10-inch, \$1.10 pair. | | | | | 9-64 | 13-32 |
| DOLLIES—Timber— | | | | | 5-32 | 7-16 |
| No. 649, 6-inch .....\$7.50 No. 650, 8-inch .....\$10.50 | | | | | 11-64 | 15-32 |
| DOORS—Screen. | | | | | 3-16 | 1/2 |
| Common, 1/2-inch, 2-6x6-6 | ..... |  |  |  | 3-64 | |
| Common, 1/2-inch, 2-8x6-8 | ..... |  |  |  |  |  |
| Common, 1 1/4-inch, 2-6x6-6 | ..... |  |  |  | Straight Shank, Wire Gauge | |
| Common, 1 1/4-inch, 2-8x6-8 | ..... |  |  |  | C 108 A, M 107 or | C 108 A, M 107 or |
| Common, 1 1/4-inch, 2-10x6-10 | ..... |  |  |  | M 340, S 107— | M 840, S 107— |
| Common, 1 1/4-inch, 3x7 | ..... |  |  |  | 1 to 5 | 36 to 40 |
| DOORS—Ash Pit. | | | | | 6 to 10 | 41 to 45 |
| 8x8, each | ..... | \$1.40 | 12x15 | ..... | 11 to 15 | 46 to 50 |
| 8x10 | ..... | 1.50 | Ash Traps— | | 16 to 20 | 51 to 55 |
| 10x12 | ..... | 1.80 | 7x9 | ..... | 21 to 25 | 56 to 60 |
| DRILLS— | | | | | 26 to 30 | 61 to 80 |
| Millers Falls (Breast) | | | | | 31 to 35 | |
| No. | Each. | No. | Each. | | | |
| 10 | ..... | 6.25 | 029 | ..... | ELBOWS—Conductor— | |
| 11 | ..... | 5.75 | 87 | ..... | Pl. | Rd. |
| 12 | ..... | 5.25 | 97 | ..... | 2-inch | .85 |
| 13 | ..... | 6.75 | 118 | ..... | 3-inch | .85 |
| Yankee | | | | | 4-inch | .80 |
| 555 | ..... | 7.50 | 1555 | ..... | Corrugated—Conductor | |
| Millers Falls (Hand) | | | | | 2-inch | .25 |
| 1 | ..... | 2.85 | 5 | ..... | 3-inch | .30 |
| 2 | ..... | 4.00 | 981 | ..... | 4-inch | .45 |
| 4 | ..... | 1.00 |  | ..... | 5-inch | .90 |
| Yankee | | | | | EMERY—Grain— | |
| 1530 | ..... | 3.75 | 1545 | ..... | No. 60, per lb. | .25 |
| Yankee Automatic | | | | | No. 70, per lb. | .25 |
| 41 | ..... | 2.00 | 44 | ..... | No. 80, per lb. | .25 |
| 42 | ..... | 1.65 | 50 | ..... | No. 90, per lb. | .25 |
| Bell Hangers' or Electricians | | | | | No. 100, per lb. | .25 |
| C 114 E, S 109 B | ..... | Open | C 114 F (Fish Wire) | ..... | No. 120, per lb. | .25 |
| Bit Stock | | | | | Flour Emery— | |
| C 114 | ..... |  | M 390 | ..... | Per lb. | .25 |
| M 109 | ..... |  | S 108 | ..... | Stones—(See Stones) | |
| | | | | | Cloth—(See Cloth) | |
| | | | | | Wheels—(See Wheels) | |
| | | | | | FASTENERS (SASH)—Bronze, 582 EA, SHA, SHB, E, 35c | |
| | | | | | each; 815 EA, 30c; 815 SHA, E, 35c; 1881 1/2 EA, SHA, E, | |
| | | | | | 95c. Cast Iron and Steel, 324, 10c each; 324 R, EA, E, 15c; | |
| | | | | | 500 R, EA, KF, E, 15c; 542 R, EA, SR, SHA, KF, E, SHB, | |

RETAIL SELLING PRICES—Continued.

FASTENERS—Continued.

10c; 800 R. EA, SHA, KF, E, 10c; 1881½ F, 95c; 83181 R, EA, 15c; 83181 KF, SHA, E, 20c.

FAUCETS—Cork Lined— 8-inch each.....\$.30
7-inch each.....\$.15 9-inch each.....\$.25

FELT—Deadening, Size Roll, ¼-lb., \$3.00; 1-lb., \$4.00; 1½-lb., \$6.00. Tarred, 250-ft. roll, \$1.85 each; 500-ft. roll, \$2.60 each.

FIGURES AND LETTERS (STEEL)—

| Figures | | Letters | |
|--------------------|--------|-------------------|--------|
| Set | Each | Set | Each |
| ¾ inch.....\$.65 | \$.15 | ¾ inch.....\$1.90 | \$.15 |
| 3-16 inch......85 | .15 | 3-16 inch......85 | .15 |
| ¼ inch.....1.00 | .15 | ¼ inch......85 | .15 |
| 5-16 inch.....1.75 | .35 | 5-16 inch......85 | .35 |
| ⅜ inch.....2.50 | .45 | ⅜ inch......85 | .45 |
| ½ inch.....4.35 | .75 | ½ inch.....12.75 | .65 |
| ¾ inch.....14.00 | 1.65 | | |
| 1 inch.....20.00 | 2.60 | | |

FILES—Band saw, 4 inches long, 15c each; 6, 20c; 8, 35c; 10, 45c. Knife, 3¼-4½, 80c; 4, 30c; 5, 35c; 6, 40c; 8, 50c; 10, 60c. Regular taper, 3¼-4½, 15c; 4, 15c; 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 50c. Slim taper, 3¼-4½, 15c; 4, 15c; 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 40c. Warding, 3¼-4½, 25c; 4, 25c; 5, 25c; 6, 30c; 8, 40c. Flat bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 40c; 12, 40c; 14, 75c; 16, \$1.20. Half round bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 75c; 14, 85c; 16, \$1.15. Mill bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 35c; 14, 60c; 16, 80c. Round bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 35c; 12, 40c; 14, 60c; 16, 80c. Square bastard, 3-4, 20c; 5, 25c; 6, 25c; 8, 30c; 10, 45c; 12, 60c; 14, 80c; 16, \$1.00.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch, 35c. Extra Cranks, 25c.

FLASHLIGHTS—Ever-ready—Complete

| | |
|--------------------------|------------------------|
| No. 6961 each.....\$.75 | No. 2619 each.....1.70 |
| No. 6962 each.....1.00 | No. 2616 each.....1.50 |
| No. 1991 each.....1.35 | No. 2680 each.....1.35 |
| No. 2604 each.....1.30 | No. 2688 each.....2.40 |
| No. 2681 each.....1.50 | No. 2684 each.....2.00 |
| No. 2682 each.....1.75 | No. 2659 each.....3.00 |

| Kwik-lite Flashlights, Complete with Battery— | |
|---|------|
| Fibre Tubulars | Each |
| 5220 Baby 2-cell.....\$1.00 | |
| 5221 Reg. 2-cell.....1.20 | |
| 5223 Reg. 3-cell.....1.40 | |
| 5229 Miners' 2-cell.....1.50 | |
| 5281 Miners' 3-cell.....1.70 | |
| Metal Tubulars | Each |
| 6240 Baby 2-cell.....1.25 | |
| Kwik-lite Seamless Cell Flashlight Batteries— | |
| No. 1203 2-cell Baby Tubular.....\$.80 | |
| No. 1202 2-cell Reg. Tubular......80 | |
| No. 1801 3-cell Reg. Tubular......40 | |
| No. 1204 2-cell Penlite......25 | |
| No. 1206 2-cell Vest Pocket......30 | |
| No. 1207 2-cell Vest Pocket......30 | |
| No. 1808 3-cell Vest Pocket......85 | |
| No. 1809 3-cell Coat Pocket......85 | |

FLATTERS—Blacksmith—2-in., \$1.25; 2½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—

| No. | Each | No. | Each |
|--------------|------|-------------------|------|
| 1.....\$2.35 | | 6.....\$5.00 | |
| 2.....2.75 | | 8.....6.50 | |
| 3.....3.35 | | 30 (Toy).....1.95 | |
| 4.....4.00 | | | |

| White Mountain | |
|----------------|--------------|
| 10.....2.85 | 18.....7.30 |
| 12.....3.50 | 20.....10.25 |
| 13.....4.20 | 22.....13.00 |
| 14.....5.00 | 24.....15.00 |
| 16.....6.40 | 26.....20.00 |

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

FURNACES—(See Pots)

GALVANIZED WARE—

| Boilers, Coffee— | | No. | Each |
|------------------|------|----------------|------|
| No. | Each | 409 A..... | 2.65 |
| 801½.....\$.90 | | Bowls, Wash— | |
| 802.....1.00 | | 70..... | .25 |
| 803.....1.65 | | 80..... | .35 |
| 804.....1.85 | | Buckets, Fire— | |
| 806.....\$2.00 | | 112..... | .85 |
| 808.....2.25 | | 114..... | .95 |
| 810.....2.75 | | 314..... | 1.10 |
| 812.....3.25 | | Buckets, Well— | |
| Boilers, Wash— | | 101..... | .75 |
| 407 A.....2.25 | | 121..... | .85 |
| 408 A.....2.50 | | 141..... | 1.00 |

| Cans, Ash— | |
|------------|------|
| 2½..... | 8.75 |
| 3..... | 4.25 |
| 4..... | 4.75 |
| 5..... | 5.50 |

| Cans, Garbage— | |
|----------------|------|
| 16..... | 5.00 |
| 200..... | .90 |
| 300..... | 1.10 |
| 400..... | 1.40 |
| 500..... | 1.60 |
| 600..... | 2.00 |
| 700..... | 2.25 |
| 800..... | 5.25 |
| 900..... | 6.25 |

| Cans, Gasoline— | |
|-----------------|------|
| 1 P & B..... | 3.35 |
| 110..... | .55 |
| 255..... | 1.65 |
| 605..... | 1.65 |

| Cans, Oil— | |
|------------|------|
| 01..... | .50 |
| 02..... | .75 |
| 25..... | 1.50 |
| 105..... | 1.25 |
| 205..... | 1.35 |

Dippers—

| | |
|-------------|------|
| 210..... | .25c |
| Hods, Coal— | |
| 616..... | .90 |
| 617..... | .95 |

| Kettles, Camp— | |
|----------------|------|
| 1 Gallon..... | .50 |
| 1½ Gallon..... | .70 |
| 2 Gallon..... | .85 |
| 3 Gallon..... | 1.00 |
| 4 Gallon..... | 1.15 |

| Pails, Cement— | |
|----------------|------|
| 140..... | 1.75 |
| 1140..... | 2.10 |

| Pails, Chamber— | |
|-----------------|------|
| 410..... | .90 |
| 412..... | 1.00 |

GARBAGE CANS—(See Cans)

| GATES—Molasses— | | Stebbins | % | Perf. |
|-----------------|-----|----------|----|--------|
| 2..... | .45 | | | \$.90 |
| 3..... | .50 | | 1 | 1.00 |
| 4..... | .60 | | 1½ | 1.25 |
| 5..... | .65 | | 1½ | 1.40 |
| 6..... | .75 | | 2 | 1.85 |

GAUGES—Butt—

| | |
|-------------------|------------------|
| No. 98.....\$1.15 | No. 95.....1.25 |
| No. 94.....1.35 | No. 95½.....1.00 |
| Marking | |
| No. 61......15 | No. 90......50 |
| No. 64......85 | No. 91......90 |
| No. 65......75 | No. 92.....1.50 |
| No. 77.....1.00 | No. 97......75 |
| No. 71......55 | No. 98.....1.00 |

GLASSES—

| Ground Level— | | Proved Level— | |
|-----------------------------|--|---------------|--|
| 1½.....\$.50 | | 1½.....\$.10 | |
| 2......60 | | 2......10 | |
| 2½......65 | | 2½......15 | |
| 3......70 | | 3......15 | |
| 3½......75 | | 3½......20 | |
| Gauge Glasses 40% off list. | | | |

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 20c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15c each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 20c; 6-0, 20c each.

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.

| Liquid | | 1 oz. | ¼ pt. | ½ pt. | 1 pt. | 1 qt. | ½ gal. |
|---------------|------|-------|-------|-------|-------|-------|--------|
| Imperial— | | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| List..... | Doz. | 10 | 20 | 25 | 40 | 65 | 100 |
| Sug. Ret..... | Each | 1.0 | 2.0 | 3.0 | 4.0 | 6.0 | 10.0 |
| Le Pages— | | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 |
| List..... | Doz. | 15 | 15 | 20 | 25 | 40 | 65 |
| Sug. Ret..... | Each | 1.5 | 1.5 | 2.0 | 2.5 | 4.0 | 6.5 |

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 020, 7-inch, \$2.00 each; 8-inch, \$2.50; 10-inch, \$2.85; 12-inch, \$3.25. Loose, 15 to 40 lbs., \$5.00 cwt.; 40 to 200, \$4.75; over 200, \$5.00. Mounted, No. 710, 1-inch \$7.00 each; 2 \$7.50, 3 \$8.00; 04, \$8.50; 05, \$7.00; 015, \$12.50; 025, \$9.00. Fixtures, 15-inch, \$1.00 Set; 17, \$1.25; 19, \$1.50.

HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, 85c doz.; 10-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz.

Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.

RETAIL SELLING PRICES—Continued.

HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 711½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 379, \$1.40; 770, \$1.75; 770½, \$1.40; 771, \$1.30; 772, \$1.20; 773, \$1.10; 774, \$1.00; 775, 90c; 776, 85c; 777, 80c; 778, 75c.

HANDLES—Adze, No. 320, House, 60c each; 321, Ship, 60c each.

Auger—No. 1, 75c each; 2, 75c each; 3, 90c each; 4, \$2.75 each; 5, \$2.50 each.

Axe, Broad, No. 315, 60c each.

Axe, Double Bit, No. 312, 60c each.

Axe, Single Bit, No. 101, 75c each; 102, 75c each; 103, 65c each; 201, 50c each; 302, 60c each; 401, 40c each;

502, 35c each; 602, 40c each; 505, Freighters, 50c each;

506, Boys, 30c each; 507, Boy Scout, 20c each; 00, Hunters, 15c each; 1, Hunters, 20c each.

Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 10c each; 617, 10c each; 620, 10c each; 621, 10c each.

Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 30c each;

01013, 30c each; 9854, 30c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.

Hammer, Adze Eye No. 11, 20c each; Adze Eye 13, 20c each;

Adze Eye 15, 20c each; Adze Eye 19, 20c each; Adze Eye 111L, 15c each; Adze Eye 115L, 10c each; Adze Eye 124L, 10c each; Farriers 23, 20c each; Machinist 25, 14-inch, 20c each; Machinist 25, 16-inch, 20c each; Machinist 25, 18-inch, 20c each; Machinist 25, 20-inch, 20c each; Machinist 29, 16-inch, 20c each; Machinist 29, 18-inch, 20c each; Machinist 33, 18-inch, 20c each; Machinist 125, 14-inch, 10c each; Machinist 125, 16-inch, 10c each; Machinist 125, 18-inch, 10c each; Riveting 21, 12, 13 inch, 20c each.

Hatchet, Box No. 43, 13½-inch, 20c each; Broad 39, 18-inch, 25c each; Broad 39, 18-inch, 25c each; Broad 40, 16-inch, 20c each; Broad 40, 18-inch, 20c each; Claw 37, 14-inch, 20c each; Claw 137L, 14-inch, 20c each; Derrick 47, 18-inch, 20c each; Lath 45, 13-inch, 20c each; Shingling 35, 14-inch, 20c each.

Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 70c each; XRM, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 5½, 50c each; XP, 52, 60c each; XP, 52½, 60c each; XP, 52½, 70c each.

Maul, No. 335, 55c each; 336, 50c each.

Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 45c each; 627, Drifting, 40c each; 325, Surface, 75c each; 425, Surface, 40c each; 525, Surface, 60c each; 625, Surface, 40c each.

Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 3010, Plumb's, \$2.15; 3011, Plumb's, \$2.50.

Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, Philadelphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's, \$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.15; PTC, Philadelphia, \$1.25; PTC 3, Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.50.

Derrick—No. 582, Plumb's, \$2.00 each.

Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50.

Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50; 2962, \$1.50; 2963, \$1.50.

Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50.

Shingling, No. PST 1, Philadelphia, \$1.10 each; PTS 2, Philadelphia, \$1.15; PTS 3, Philadelphia, \$1.25; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 593, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.50.

Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c.

Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.

HINGES & BUTTS (Screws Included)—

No. 900 Lt. Strap Hinges. No. 733.

3-inch \$.30 \$ 1.75 2½x2½-in. \$.40 \$.45

4-inch35 2.10 3x3-in.40 .45

5-inch30 2.15 3½x3½-in.40 .45

6-inch85 2.90 4x4-in.50 .55

No. 985 Cor. Strap Hgs. 4½x4½-in.75 .85

4-inch \$.25 \$ 2.40 5x5-in. 1.00 1.10

5-inch85 2.75 5½x5½-in. 1.25 1.35

6-inch40 4.00 6x6-in. 1.40 1.50

8-inch60 5.60 No. 241 F&D2.

10-inch90 9.50 2½x2½-in. \$.40 \$.45

12-inch 1.85 19.00 3x3-in.40 .45

No. 904 Lt. Tee Hinges. 3½x3½-in.40 .45

3-inch \$.15 \$ 1.75 4x4-in.55 .65

4-inch30 1.90 4½x4½-in.80 .95

5-inch30 2.10 5x5-in. 1.00 1.20

6-inch35 2.40 5½x5½-in. 1.30 1.50

No. 937 Cor. Tee Hinges. 6x6-in. 1.50 1.65

4-inch \$.35 \$ 8.00 No. 241 SF 3.

5-inch40 3.40 Cont. Ret.

6-inch60 5.00 2½x2½-in. \$.45 \$.50

8-inch75 8.00 3x3-in.45 .50

10-inch 1.20 12.75 3½x3½-in.50 .55

12-inch 1.75 17.00 4x4-in.60 .65

No. 938 Butts. 4½x4½-in.85 .95

¾-inch \$.10 \$.75 5x5-in. 1.10 1.30

1-inch10 .85 5½x5½-in. 1.35 1.50

1½-inch10 .95 6x6-in. 1.60 1.75

2-inch10 1.05 1475 F&D2 2.30 2.80

2½-inch15 1.20 1475 SF2&N 2.50 2.80

3-inch15 1.30 1474 F&D2, 1½ 3.40 3.40

3½-inch15 1.45 No. 160 F&D2.

4-inch20 1.60 Cont. Ret.

4½-inch20 1.85 2½-in. \$.40 \$.50

5-inch20 2.10 3-in.45 .55

6-inch25 2.20 3½-in.55 .65

No. 840. 4-in.70 .80

1½-inch \$.15 \$ 1.45 4½-in.90 1.00

2-inch15 1.60 No. 160 SF 2.

2½-inch20 1.80 Cont. Ret.

3-inch20 2.00 2½-in. \$.45 \$.55

3½-inch20 2.10 3-in.55 .65

4-inch25 2.20 No. 295 H.

No. 781½. 1½-in. \$.30 \$ 3.85

2½x2½-in. \$.40 \$.45 2-in.35 3.65

3x3-in.40 .45 2½-in.40 4.00

3½x3½-in.40 .45 3-in.45 4.65

4x4-in.50 .55 No. 289 F&D2.

4½x4½-in.75 .85 2x2 \$.30 \$ 3.20

5x5-in.95 1.05 2½x230 3.55

5½x5½-in. 1.25 1.35 2½x2½35 3.65

6-in.60 .70 3x345 4.80

6½-in.70 .80 No. 289 SF.

7-in.90 1.00 Pr. Ds. Pr.

No. 165 F&D2. 1½-in. \$.35 \$ 3.20

2-in.40 4.45 2½x235 3.85

2½-in.45 4.50 2½x2½35 3.65

3-in.55 4.65 3x345 4.90

3½-in.65 4.75 No. 289 N.

4-in.80 4.90 Pr. Ds. Pr.

4½-in. 1.20 1.30 2x2 \$.40 \$ 4.60

No. 295 F&D2. 2½x245 4.75

1½-in. \$.35 \$ 3.90 2½x2½45 4.90

2-in.30 2.90 3x355 6.00

2½-in.30 3.35 No. 289 H.

3-in.40 4.00 Pr. Ds. Pr.

No. 295 SF2. 2x2 \$.30 \$ 3.85

1½-in. \$.30 \$ 3.20 2½x240 4.25

2-in.35 3.70 2½x2½40 4.40

2½-in.35 4.00 3x350 5.60

3-in.40 4.60 1480 F&D2 Hgs 35 4.00

No. 295 N. 1480 N 40 4.85

1½-in. \$.35 \$ 3.80 1481 F&D2 25 2.50

2-in.40 4.20 1481 SF2&N 25 2.80

2½-in.45 4.60 1478 F&D2 25 2.50

3-in.50 5.85 1478 SF2&N 25 2.80

1480 F&D2 25 2.30

1480 SF2&N 25 2.80

1474 F&D2, 2 30 3.30

1474 SF2, 1½ 25 2.80

1474 SF2, 2 35 3.60

RETAIL SELLING PRICES—Continued.

HODS—Coal—

| Open | Japanned— |
|------|-------------|
| 15 |\$.50 |
| 16 |\$.60 |
| 17 |\$.70 |
| 18 |\$.75 |
| 20 |\$.90 |

HOOKS—Bright.

| No. | Dos. | No. | Dos. |
|-----|-------------|-----|-------------|
| 0 |\$.85 | 104 |\$.45 |
| 1 |\$.75 | 105 |\$.35 |
| 2 |\$.65 | 106 |\$.25 |
| 3 |\$.55 | 107 |\$.20 |
| 4 |\$.45 | 108 |\$.15 |
| 5 |\$.35 | 109 |\$.15 |
| 6 |\$.25 | 110 |\$.15 |
| 7 |\$.20 | 111 |\$.15 |
| 9 |\$.15 | 112 |\$.10 |
| 10 |\$.15 | 113 |\$.10 |
| 11 |\$.15 | 114 |\$.10 |
| 12 |\$.10 | | |
| 13 |\$.10 | | |
| 14 |\$.10 | | |

Gross—60% Discount from List.

| Brass No. 1412— | Dos. | 1 1/2, 2 for 5c. | Dos. |
|--------------------|-------------|------------------|-------------|
| 1/4 |\$.30 | 1 1/4 |\$.40 |
| 1/2 |\$.30 | 1 1/2 |\$.50 |
| 3/4 |\$.30 | 1 3/4 |\$.75 |
| 1, 2 for 5c. |\$.30 | 2, 2 for 15c. |\$.85 |
| Brass Cup No. 181— | Dos. | 1, 2 for 5c. | Dos. |
| 1/4 |\$.30 | 1 1/4 |\$.40 |
| 1/2 |\$.30 | 1 1/2 |\$.50 |
| 3/4 |\$.30 | 1 3/4 |\$.75 |
| 1, 2 for 5c. |\$.35 | 2, 2 for 15c. |\$.85 |

HOSE COUPLINGS—Com. Size 1/2, each 20c; 3/4, 20c; 1, 20c.

HOSE (GARDEN)—

| |
|---|
| Coupled, 50 ft. lengths—Aztec, 1/2 inch 21c foot, 3/4 inch 23c; Deluge, 1/2 inch 19c, 3/4 in. 21c; Delphos, 1/2 inch 18c; 3/4 inch 20c; Sierra, 1/2 inch 20c, 3/4 inch 22c; Simi, 1/2 inch 16c, 3/4 inch 18c; Solar Cotton, 1/2 inch 19c, 3/4 inch 21c; Summit, 1/2 inch 19c, 3/4 inch 21c; Ten Cree, 1/2 inch 16c, 3/4 inch 18c; Torrent, 1/2 inch 24c, 3/4 inch 26c; Union Arrow, plain, 1/2 inch 18c, 3/4 inch 20c; Union Arrow, WW, 1/2 inch 20c, 3/4 inch 22c; Whirlpool, 1/2 inch 19c, 3/4 inch 21c; Reel, Not Coupled, Endurrah Ribbed, 1/2 inch 21c, 3/4 inch 23c; Endurrah Smooth, 1/2 inch 21c, 3/4 inch 23c; Goodrich Ribbed, 1/2 inch 22c, 3/4 inch 24c; North Star Ribbed, 1/2 inch 22c, 3/4 inch 24c; Rajah Ribbed, 1/2 inch 19c, 3/4 inch 21c; Rajah Smooth, 1/2 inch 19c, 3/4 inch 21c; Utility Ribbed, 1/2 inch 18c, 3/4 inch 20c; Utility Smooth, 1/2 inch 18c, 3/4 inch 20c. |
|---|

ICE TOOLS—

| | |
|------------------------------|--------------|
| No. 315 Plow, 8-in. |\$40.00 |
| No. 316 Plow, 10-in. |\$47.50 |
| No. 317 Plow, 12-in. |\$54.00 |
| No. 320 Plow, 8-in. |\$42.50 |
| No. 321 Plow, 10-in. |\$50.00 |
| No. 322 Plow, 12-in. |\$57.00 |
| No. 456 Splitting Chisel |\$4.75 |
| No. 495 |\$1.85 |
| No. 520 Ice Hooks, 4-ft. |\$1.35 |
| 4 1/2-ft. |\$1.40 |
| 5-ft. |\$1.50 |
| 6-ft. |\$1.65 |
| No. 1 Ice Tong V & B |\$1.75 |
| No. 2 |\$2.00 |
| No. 3 |\$2.25 |
| No. 4 |\$2.50 |
| No. 540, 13-inch |\$2.00 |
| 14 1/2-inch |\$2.15 |
| 16 1/2-inch |\$2.35 |
| Pond Ice Saws—Tiller Handle. | |
| 4 1/2-foot |\$5.75 |
| 5-foot |\$6.25 |
| 5 1/2-foot |\$6.75 |

IRON—Bars Small Lots.

(Cutting Extra)

| | |
|----------------------------------|----------------------|
| Common Bar |\$.06 lb. Base |
| Angle Iron, 1/2-inch |\$.10 |
| Angle Iron, 3/4-inch |\$.08 |
| Angle Iron, 1/2-inch and heavier |\$.07 1/2 |
| Rd. sq. and sq. twisted— | |
| 1/2-inch and smaller |\$ 7.50 Base |
| 5/16-inch |\$ 7.00 |
| 3/4 to 2 1/2-inch |\$ 6.50 |
| 3-inch and larger |\$ 7.50 |
| Plats, all sizes |\$ 6.50 |

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set;

Dover No. 70, \$2.75 set.

JACKS—Bell Bottom, Net List.

Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$4.75.

KNIVES & FORKS—Iron Handled, \$1.35.

| KNIVES— | | | |
|----------|-----------|--------------|--|
| Butcher— | No. | Each | |
| | 526—7 |\$ 1.25 | |
| | 526—8 |\$ 1.50 | |
| | 526—9 |\$ 1.90 | |
| | 526—10 |\$ 2.35 | |
| | 526—12 |\$ 3.35 | |
| | 526—14 |\$ 4.00 | |
| | 790—6 |\$ 1.00 | |
| | 526—5 |\$.65 | |
| | 526—5 1/2 |\$.75 | |
| | 526—6 |\$.85 | |
| | 526—6 1/2 |\$ 1.05 | |

| No. | Each | Cooks French— | |
|------------|--------------|---------------|--------------|
| 790—7 |\$ 1.30 | 267—6 |\$.80 |
| 790—8 |\$ 2.00 | 267—8 |\$ 1.30 |
| 1500—6 |\$ 1.00 | 267—9 |\$ 1.50 |
| 1500—7 |\$ 1.25 | 267—10 |\$ 1.85 |
| 1500—8 |\$ 1.50 | 267—12 |\$ 2.00 |
| 1910—6 |\$.50 | Corn— | |
| 1910—7 |\$.60 | 2 |\$.75 |
| 1910—8 |\$.75 | 3 |\$.40 |
| 2200—6 |\$ 1.00 | 5 |\$.50 |
| 2200—7 |\$ 1.35 | 10 |\$.60 |
| 2200—8 |\$ 1.60 | Draw— | |
| 3047—6 |\$.60 | 84—4 |\$.60 |
| 3047—6 1/2 |\$.70 | 100—6 |\$ 2.75 |
| 3047—7 |\$.85 | 100—7 |\$ 3.00 |
| 3047—8 |\$ 1.00 | 100—8 |\$ 3.50 |
| 3047—10 |\$ 2.00 | 100—9 |\$ 3.75 |
| 3047—12 |\$ 2.50 | 105—6 |\$ 1.50 |

Cheese—
675\$ 1.75

KNIVES—Hay—Lightnin—\$1.85; Iwan Slekla, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBBS—Maple, Base, 5c each; 85c doz.

LACING—Belt—

| Leather | Bristol |
|-------------------|-------------------|
| Size 1/4, per ft. |\$.08 |
| Size 5-16 per ft. |\$.08 |
| Size 3/4, per ft. |\$.04 |
| Size 1/2, per ft. |\$.05 |
| Size 3/8, per ft. |\$.06 |
| Size 1/2, per ft. |\$.08 |
| | Wire— |
| | No. 1, box 50 ft. |
| | No. 2 |

LADDERS—Extension, per ft., 30c; Step, common, per ft., 20c; best, per ft., 50c.

LANTERNS—Boys—No. 539, 45c each; 1590, Cadet, 25c.

Dash—No. 321, Prisco, \$1.85 each; 331, Prisco, \$2.15.

Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50.

Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.30; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00.

LEAD—White—12 1/2-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each.

Cotton, Twisted—No. 140, 35c each; 150, 40c.

Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c.

Wire, Solid—100 foot, 9 gauge, 75c each.

MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 3, \$1.75; 02, \$2.25; 03, \$2.65; 04, \$3.00; 05, \$3.75.

Steel—No. 20, \$1.25 each; 40, \$1.75; 60, \$2.50; 80, \$4.00; 100 rolls, 50c square foot.

MATTOCKS—Handles Extra—

Pick 6-lb. long or short ctr 1.50

5-lb. long or short ctr 1.40

MAULS—Handles Extra—Post, east, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c; Dble Face (see Hammers).

MILLS—Cider—

Junior\$25.00

Medium\$30.00

Senior\$40.00

MOPS—Slasher

15 oz., each\$.75

18 oz., each\$.85

21 oz., each\$ 1.00

MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70 or Janitor's, 65c each.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb.

Fine Blue 2 1/2\$.08

Fine Bright\$.08

Common 2 1/2\$.08

Common 4 1/2\$.08

Common 6 1/2\$.07

Common 8 to 60d\$.07

Casing 2 1/2\$.08

Casing 4 1/2\$.08

Casing 6 to 20d\$.08

Finishing 2 1/2\$.10

Finishing 4 1/2\$.08

Finishing 6 to 20d\$.08

Smooth Box 4 to 6d\$.08

Smooth Box 8 to 20d\$.08

Barb Box 4 to 5d\$.08

Barb Box 6\$.08

Trunk—

Bulk, lb.\$.30

1 lb. Papers, ea.\$.35

1/2 lb.\$.30

1/4 lb.\$.15

Horseshoe—

Capwell, lb.\$.30

Northwestern\$.30

Union\$.25

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized After Weaving—
2 inch, 20 gauge—List roll, 12in., \$2.14; 18in., \$3.08; 24in.,
3.92; 30in., \$4.68; 36in., \$5.35; 48in., \$7.13; 60in., \$8.91;
72in., \$10.69.

Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$3.50;
30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00;
72in., \$9.65.

Sell Cut (lin. ft.)—12in., 1½c.; 18in., 2½c.; 24in., 3½c.;
30in., 3½c.; 36in., 4½c.; 48in., 5½c.; 60in., 7½c.; 72in.,
8½c.

1½ inch, 20 gauge—List roll, 12in., \$3.15; 18in., \$4.53;
24in., \$5.78; 30in., \$6.90; 36in., \$7.88; 48in., \$10.50;
60in., \$13.13; 72in., \$15.75.

Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20;
30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80;
72in., \$14.20.

Sell Cut (lin. ft.)—12in., 2½c.; 18in., 3½c.; 24in., 4½c.;
30in., 5½c.; 36in., 6½c.; 48in., 8½c.; 60in., 10½c.; 72in.,
12½c.

1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12;
24in., \$9.08; 30in., \$10.83; 36in., \$12.38; 48in., \$16.50;
60in., \$20.63; 72in., \$24.75.

Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20;
30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60;
72in., \$22.30.

Sell Cut (lin. ft.)—12in., 4c.; 18in., 5½c.; 24in., 7½c.;
30in., 8½c.; 36in., 10c.; 48in., 13½c.; 60in., 16½c.; 72in.,
19½c.

¾ inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.30;
24in., \$15.68; 30in., \$18.71; 36in., \$21.38; 48in., \$28.50;
60in., \$35.63; 72in., \$42.75.

Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10;
30in., \$16.85; 36in., \$19.25; 48in., \$25.65; 60in., \$32.05;
72in., \$38.48.

Sell Cut (lin. ft.)—12in., 6½c.; 18in., 9½c.; 24in., 12½c.;
30in., 15c.; 36in., 17½c.; 48in., 22½c.; 60in., 27½c.; 72in.,
34½c.

NIPPERS—Nettleton—6-in., \$1.75 each; 10-in., \$2.15; 12-in.,
\$2.25; 14-in., \$2.75.

NIPPLES—Right Hand.

Size 2 2½ 3 3½ 4 5 6 7 8
¾, black .04 .06 .06 .06 .07 .08 .10 .12 .15
¾, galv. .06 .11 .11 .11 .12 .14 .16 .18 .22
¾, black .04 .06 .06 .06 .07 .08 .10 .12 .15
¾, galv. .06 .11 .11 .11 .12 .14 .16 .18 .22
¾, black .04 .06 .06 .06 .07 .08 .10 .12 .15
¾, galv. .06 .11 .11 .11 .12 .14 .16 .18 .22
¾, black .06 .09 .09 .09 .09 .11 .13 .17 .18
¾, galv. .08 .14 .14 .14 .14 .18 .21 .25 .32
1, black .08 .13 .13 .13 .13 .15 .18 .23 .25
1, galv. .11 .19 .19 .19 .19 .24 .28 .34 .38
1½, black .11 .11 .17 .17 .17 .20 .24 .29 .33
1½, galv. .17 .17 .29 .29 .29 .32 .38 .45 .52
1½, black .13 .13 .20 .20 .20 .23 .28 .36 .40
1½, galv. .21 .21 .35 .35 .35 .39 .46 .54 .60
2, black .18 .18 .27 .27 .27 .32 .38 .50 .54
2, galv. .27 .27 .47 .47 .47 .52 .61 .68 .75

NUTS—Cold Punched U.S.S. Hexagon, Tapped—Size ¼, 65c
lb.; 5-15, 60c; ¾, 45c; 7-16, 40c; ½, 35c; 9-16, 30c; ¾,
30c; ¾, 25c; ¾, 25c; 1, 25c.

Hot Pressed U.S.S. Square, Tapped—Size ¼, 35c lb.; 5-16,
30c; ¾, 25c; 7-16 25c; ¾, 20c; ¾, 18c; ¾, 16c; ¾, 15c;
1, 15c.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun,
35c lb.

OAR LOCKS—3-in., per pair 40c; 2½-in., per pair 60c;
2½-in., per pair, 70c.

OIL—Boiled Linseed, \$1.60 -al.

OILERS—Chase's Zinc—

00 .00 .10 5 .35
0 .00 .15 13 .30
1 .00 .15 14 .35
1½ .00 .20 14B .40
2 .00 .25 15A .45
4 .00 .30 16 .50

OPENERS (CAN)—

No. Each. No. Each.
4 .10 140 .10
16 .10 340 .25
100 .25

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85;
Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Standa, No.
15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malle-
able, \$2.25.

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c;
Italian Hemp, Common, 40c; Square Flax, braided, 50c;
Piston Spiral Steam, High Pressure, \$2.25; Steam or Water,
Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12,
Blue and White striped, \$1.50.

PADLOCKS—

| No. | Each | No. | Each |
|---------|--------|------------|------|
| Miller— | | 545 | 1.25 |
| 1 | \$1.35 | 635 | 1.25 |
| 016 | .25 | 645 J | .50 |
| 18 | .30 | 803 | 1.35 |
| 18 B | .35 | 805 | 1.50 |
| 19 | .40 | 813 | 1.50 |
| 21 | .45 | 815 | 1.50 |
| 75 | .50 | 823 | 1.75 |
| 121 | .50 | 833 | 2.00 |
| 5441 | .85 | 843 | 2.50 |
| Yale— | | 853 | 2.75 |
| 223 | .60 | 8454 | 1.75 |
| 225 | .75 | Slaymaker— | |
| 453 J | .35 | 1902 | .60 |
| 453 X | .35 | 1903 | .50 |
| 563 | 1.15 | 9902 | .60 |
| 565 | 1.35 | 9902 N C | .50 |
| | | 21090 | .75 |

PANS—Acme Frying—

| No. 00, each | No. 4, each |
|--------------|-------------|
| .15 | .40 |
| No. 0, each | No. 5, each |
| .25 | .45 |
| No. 1, each | No. 6, each |
| .80 | .50 |
| No. 2, each | No. 7, each |
| .35 | .60 |
| No. 3, each | |
| .35 | |

PAPER—Asbestos, size 1116 and under, 30c lb. cut; over
1116, 30c lb. cut.

Asbestos Mill Board, all weights, 30c lb.
Sheathing, B-Red (25-Red), \$1.25 roll; C-Red (30-Red),
\$1.50 roll; D-Gray (25-Gray), \$1.25 roll; Imperial Gray
(30-Gray), \$1.50 roll.
Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll,
\$2.50 (cut 6c lb.)

PAPER—Building—

| P & B | Imitation P & B |
|------------|-----------------|
| No. 1—500 | \$2.00 |
| No. 1—1000 | \$3.90 |
| No. 2—500 | 2.95 |
| No. 2—1000 | 5.75 |
| No. 3—500 | 4.00 |
| No. 3—1000 | 7.70 |
| Red Resin— | |
| 17 lb. | \$1.15 |
| 20 lb. | 1.40 |
| 25 lb. | \$1.65 |
| 30 lb. | 1.90 |

PAPER—Roofing, Smooth or Sanded—Ply ¼, \$1.85 lb.; ply 1,
\$2.25; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—
No. 00-¼, 40c qr.; 1, 45c qr.; 1½, 50c qr.; 2, 55c qr.; 2½,
60c qr.; 3, 65c qr.

PEAVIES—

| | Maple | Hickory | Maple | Hickory |
|-------|--------|---------|--------|---------|
| 2¼x4 | \$2.50 | \$2.75 | \$2.80 | \$3.00 |
| 4½ | 2.75 | 2.85 | 2.85 | 3.10 |
| 2¼x4½ | 2.75 | 2.85 | 3.00 | 3.25 |
| 5 | 2.75 | 3.00 | 3.10 | 3.35 |
| 2¼x4½ | 3.00 | 3.25 | 3.35 | 3.50 |
| 5 | 3.00 | 3.25 | 3.35 | 3.60 |
| 3x5 | 3.15 | 3.50 | 3.75 | 3.85 |

PICKS—Railroad—No. 1710, \$1.25 each; 1711, \$1.25; 1712,
\$1.35; 1713, \$1.40; 1714, \$1.50; 1715, \$1.75.
Drifting—No. 1, \$1.00 each; 1½, \$1.10; 2, \$1.20; 3,
\$1.30; 4, \$1.40.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over
List.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16,
60c each.

Collars, No. 013, 014, 25, 25½, 26, 10c each; 27, 15c each.
Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each;
65 (1612), \$1.10 each; 75, \$1.20 each.
Dampers, No. 3, 4, 5, 15c each; 6, 20c each; 7, 25c each.
Elbows, No. 3 Corg., 20c each; 4 Corg., 25c each; 5 Corg.,
25c each; 6 Corg., 30c each; 7 Corg., 40c each; 3 Adj.,
4 Pc., 25c each; 4 Adj., 4 Pc., 30c each; 5 Adj., 4 Pc., 30c each;
6 Adj., 4 Pc., 35c each; 3-inch Adj. Galvd., 35c each; 4-inch
Adj. Galvd., 45c each; 3 Corg. Jap., 35c each; 4 Corg. Jap.,
45c each.
Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c
each; 40, 20c each.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,
60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

| | ¾-in. | ¾-in. | ¾-in. | ¾-in. | 1-in. |
|-----------------|-------|-------|-------|-------|-------|
| | Blk. | Gal. | Blk. | Gal. | Blk. |
| Bushings | .05 | .10 | .05 | .10 | .15 |
| Caps | .05 | .10 | .10 | .15 | .20 |
| Couplings | .10 | .15 | .10 | .15 | .20 |
| Crosses | .15 | .20 | .20 | .30 | .50 |
| Elbows, 90 Deg. | .10 | .15 | .10 | .15 | .20 |
| Elbows, 45 Deg. | .10 | .10 | .10 | .15 | .20 |
| Elbows, Red. | .15 | .15 | .20 | .25 | .30 |
| Elbows, Street | .10 | .10 | .12½ | .20 | .35 |
| Floor Flanges | .20 | .40 | .20 | .40 | .50 |
| Lock Nuts | .05 | .05 | .10 | .10 | .15 |
| Plugs | .05 | .05 | .05 | .05 | .10 |
| Reducers | .10 | .15 | .15 | .20 | .25 |
| Return Bends | .20 | .35 | .25 | .45 | .50 |
| Tees | .10 | .15 | .15 | .20 | .25 |
| Unions | .20 | .25 | .20 | .30 | .35 |
| Waste Nuts | .10 | .10 | .10 | .10 | .15 |

RETAIL SELLING PRICES—Continued.

Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.

Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk, 20c; 2 Black Eagle, 20c; 10 E Enameline, 15c.

Paste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c; 20 Black Silk, \$1.35; 01 Black Eagle, 30c; 95 Black Eagle, \$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black Jack, 15c; 1 Rising Sun, 15c.

POTS—

| | | |
|---------------------|---------------|------|
| Gasoline Fire— | 8 Quart..... | 1.10 |
| 21 | 10 Quart..... | 1.40 |
| 71 | 12 Quart..... | 1.50 |
| 72 | 16 Quart..... | 1.75 |
| 5 | Tin— | |
| Watering Galvanized | 4 Quart | .55 |
| 4 Quart..... | 6 Quart..... | .65 |
| 6 Quart..... | 8 Quart..... | .85 |
| | 10 Quart..... | 1.00 |

PULLERS—Nail—Rex, \$1.45 each; Rex Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 350, ½-inch, 10c each; ¾, 10c each; ¾, 10c each; 1, 15c each; 1¼, 25c each; 1½, 35c each. No. 370, ¾-inch, 25c each; 1, 35c each.

Brass Side, No. 1150, ½-inch, 15c each; ¾, 20c each. No. 1170, ½-inch, 25c each; ¾, 25c each.

Brass Upright, No. 500, 25c each.

Clothes Lines, No. 610, 2 15c each, 2½ 20c each; 660, 15c each; 670, 15c each; 1610, 2 15c each, 2½ 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 30c each; 6500, 45c each.

Hay Fork, No. 1267, 60c each; 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$1.95 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty

| | | |
|-------------|----------|-----|
| No. 5 | Foot, \$ | .15 |
|-------------|----------|-----|

Richards-Wilcox

| No. | Foot | No. | Foot |
|-----------------|------|--------------|------|
| 9 | .12 | 16,019 | .50 |
| 132, 0132 | .50 | 150 | .10 |

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—Eveready

| No. | No. |
|----------------------|--------|
| 700, each | \$1.00 |
| 2, each | 3.00 |
| 800, each | 1.00 |
| 900, each | 1.00 |
| 1000, each | 1.00 |
| 00, each | 6.50 |
| 460, each | 5.00 |
| 460 B, each | 5.00 |
| 470, each | 5.00 |
| 501 B, each | 6.00 |
| 12 X B Blades, Pkg.. | 1.00 |
| 1, set | 5.00 |
| 15, set | 6.00 |
| 25, set | 6.50 |
| 251, set | 5.00 |

Gem

| | |
|-----------------------|--------|
| 706 B, Blades, Pkg... | \$.30 |
| 800 B, Blades, Pkg... | .35 |
| 900 B, Blades, Pkg... | .25 |
| 1000 B, Blades, Pkg.. | .50 |
| 480, each | 5.00 |
| 500, each | 5.00 |
| 500 B, each | 6.00 |
| 501, each | 5.00 |
| 6 X B Blades, Pkg.. | .50 |

Enders

Durham Domino

Gillette

Auto Strop

| | |
|----------------------|------|
| 2541, set | 5.00 |
| 600 B Blades, Pkg.. | 1.00 |
| 600½ B Blades, Pkg.. | .50 |

REGISTERS—

| | |
|------------------|--------|
| Jap 6x8..... | \$1.55 |
| Jap 8x10..... | 1.65 |
| Jap 10x12..... | 2.40 |
| Jap 10x14..... | 3.15 |
| Jap 12x14..... | 4.85 |
| White 6x8..... | \$1.85 |
| White 8x10..... | 2.00 |
| White 10x12..... | 2.90 |
| White 10x14..... | 3.80 |
| White 12x14..... | 5.35 |

REGISTER FACES—

| | |
|------------------|--------|
| Jap 6x8..... | \$1.00 |
| Jap 8x10..... | 1.10 |
| Jap 10x12..... | 1.70 |
| Jap 10x14..... | 2.20 |
| Jap 12x14..... | 2.80 |
| White 6x8..... | \$1.30 |
| White 8x10..... | 1.45 |
| White 10x12..... | 2.20 |
| White 10x14..... | 2.85 |
| White 12x14..... | 3.65 |

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 10c box; 9S, 10c box.

Tinners', in Papers—Black: Plus 10% ; tinned, plus 10%.

Tinners', in Kegs—Black, all sizes, 30c lb.; tinned, 3, 35c; 3½, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

ROPE—Cotton, Thread—Size 3-16, 65c lb.; ¼ to 5-16, 65c; ¾ to ¼, 65c; ¾ to 1, 65c.

Manila—Base, 45c lb.. Sisal, Base, 35c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 35c each; No. 372 (36½) 55c; No. 378 (3) 95c; No. 386 (32) 55c; No. 388 (32½) 80c; No. 465 (69) 15c; No. 488 (57) 50c; No. 651 (68) 15c; No. 702 (18) 80c; No. 751, (61) 20c; No. 752, (70) 80c; 761, (63) 80c; No. 762B, (7) 90c; No. 771, (84) 50c; No. 780, (62½) 65c; No. 781, (62) 65c.

| | |
|--|---|
| 65c; No. 861A. (53½) 65c; No. 862C. (83¾) 95c; No. 871. (52) 60c; No. 881. (54) 70c; No. 981. (60) 85c; No. 3851 (66½) 50c; No. 3851Y. (66) 50c; No. 3861 (66½) 55c; No. 3881. (66½). 90c. | Buck— Com Sgl Brace V tooth 1.00 Com Dbl Brace Tuttle tooth 1.75 Com Dbl Brace V tooth 1.50 |
| RULES, ZIG ZAG —Lufkin Stanley—No. 804 F. 40c each; No. 806 F. 60c; No. 8513 (03). 35c; No. 8514 (04). 50c; No. 8515 (05). 60c; No. 8516 (06). 70c; No. 8518 (08). 95c; No. 8523 (403 F). 35c; No. 8524 (404 F). 40c; No. 8525 (405 F). 50c; No. 8528 (406 F). 60c; No. 8613 (103). 45c; No. 8614 (104). 50c; No. 8615 (105). 65c; No. 8616 (106). 80c; No. 8624 (854 F). 45c; No. 8626 (856 F). 65c. | SAW CLAMPS —Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N33, \$2.00; No. 11 with guide, \$3.25. SAW SETS — 301 G. & P. \$1.00 Spec. Morrill. 1.10 105 Morrill.60 |
| | Colonial 1.25 7 Tainter. 1.10 28 Triumph. 1.25 |

| | | | |
|---|----------------------------------|--|------------------------|
| Simonds Felling same price as Royal Chinoek C. U. | | each, 485 E, \$3.75 each; Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 303, \$5.50 each. | |
| Atkins No. 400 and 401— | | SCISSORS—Cast, No. 10, 35c each; 44, 7¼-inch 35c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 30c; 255, 4-inch 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 350, 60c. | |
| 28 in. \$6.35 | 22 in. 4.85 | Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1.15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156, \$1.15; 156½, \$1.25; 157, \$1.30; 364, \$1.10; 364½, \$1.15; 365, \$1.20; 366, \$1.30; 463, \$1.00; 463½, \$1.05; 464, \$1.10; 573, \$1.30; 573½, \$1.45; 574½, \$1.50; 663, \$1.30; 663½, \$1.45; 664, \$1.50; 763, 95c; 763½, \$1.00; 764, \$1.05; 764½, \$1.10; 765, \$1.15; 765½, \$1.20; 766, \$1.25; 773, \$1.00; 773½, \$1.05; 774, \$1.10; 814, \$1.10; 814½, \$1.15; 815, \$1.20; 815½, \$1.25; 816, \$1.30. | |
| 26 in. 5.50 | 20 in. 2.50 | SCOOPS—Long Handle—No. A4L, \$2 each; A6L, \$2.15; 744L, \$2.35; 746L, \$2.50. | |
| 24 in. 5.20 | 18 in. 2.30 | D Handle—No. 1AF, \$1.75 each; 2, \$1.75; 3, \$1.75; 4, \$1.90; 5, \$2.00; 6, \$2.15; 7, \$2.25; 8, \$2.35; 9, \$2.40; 10, \$2.50; 742, \$2.25; 743, \$2.25; 744, \$2.35; 745, \$2.35; 746, \$2.40; 747, \$2.40; 748, \$2.50; 749, \$2.60; 750, \$2.65. | |
| Atkins No. 68 and 69— | | SCREWS—Iron Bench | |
| 28 in. \$3.60 | 22 in. 2.60 | ¾ | 1.00 1¼ 1.40 |
| 26 in. 3.15 | 20 in. 2.40 | 7⁄8 | 1.10 1½ 1.50 |
| 24 in. 3.90 | 18 in. 2.10 | 1 | 1.20 1¾ 2.25 |
| Atkins No. 58- 51 and 65— | | Wood Hand— | |
| 28 in. \$3.30 | 22 in. 2.60 | 6 inch | .45 14 inch. 1.10 |
| 26 in. 2.90 | 20 in. 2.40 | 8 inch | .65 16 inch. 1.35 |
| 24 in. 2.75 | 18 in. 2.10 | 10 inch | .85 18 inch. 1.60 |
| Atkins No. 64— | | 12 inch | .95 20 inch. 1.70 |
| 28 in. \$4.00 | 22 in. 3.00 | Jorgensen— | |
| 26 in. 3.50 | 20 in. 2.70 | No. 0 | \$.15 No. 3..... 1.65 |
| 24 in. 3.30 | 18 in. 2.40 | No. 1 | 1.25 No. 4..... 2.00 |
| Atkins No. 66 and 67— | | No. 2 | 1.50 No. 5..... 2.50 |
| 28 in. \$3.80 | 22 in. 2.65 | SCREWS—Wood— | |
| 26 in. 3.15 | 20 in. 2.50 | Contr. Broken | |
| 24 in. 2.90 | 18 in. 2.30 | Full Pkg. | |
| Atkins No. 70— | | FH Brt | 60% 50% |
| 28 in. \$2.85 | 22 in. 2.10 | FH Bl | 60% 50% |
| 26 in. 2.40 | 20 in. 1.95 | RH Bl | 60% 50% |
| 24 in. 2.30 | 18 in. 1.75 | RH Nic | 50% 40% |
| Head— | | FH Gal | 40% 30% |
| No. 5 Simonds, No. 12 Diston or No. 69 Atkins. | 24-inch 8.50 | FH Bra | 20% 20% |
| 20-inch \$2.65 | 26-inch 8.85 | Flat Hd. Brt.—Small Quant. | |
| 22-inch 8.00 | 28-inch 4.25 | 5c Dosen to | 1.00 List |
| No. 8 Simonds, No. D8 Diston or No. 51 Atkins. | 30-inch 4.75 | 10c Dosen to | 2.00 List |
| 22-inch 2.50 | 32-inch 3.25 | 15c Dosen to | 3.00 List |
| 20-inch 2.30 | 22-inch 2.50 | 20c Dosen to | 4.00 List |
| Atkins. | 24-inch 2.65 | 25c Dosen to | 5.00 List |
| 22-inch \$2.50 | 26-inch 2.75 | 30c Dosen to | 6.00 List |
| 20-inch 2.75 | 28-inch 3.25 | 35c Dosen to | 7.00 List |
| 24-inch 2.85 | No. 4 Simonds or No. 120 Diston. | Retail | |
| 26-inch 3.00 | 26-inch \$4.00 | Contr's | by doz. |
| 28-inch 3.50 | 28-inch 4.25 | Lag | list Plus 25% |
| 30-inch 3.75 | No. 112 Diston. | Cap V. thread | list Plus 25% |
| No. D100 or No. D20 Diston. | 26-inch \$8.25 | Cap SAE | list Plus 25% |
| 26-inch \$8.25 | 28-inch 8.50 | Set | list Plus 25% |
| 28-inch 3.50 | Butcher No. 10, 16 in. | Machine Iron 30% off list. | |
| Back 12 in. 2.25 | 18 in. 1.85 | Machine Brass | list Plus 20% |
| Back 14 in. 2.50 | 20 in. 1.50 | Nuts for Machine Screws—Iron, add 20% to List Price; | |
| Back 16 in. 2.75 | 22 in. 1.65 | Brass, 40% to List Price. | |
| Back 20 in. 3.00 | Kitchen No. 2, 12 in. | Bench—Iron—1-inch, \$1.00; 1½-inch, \$1.25; 1¾-inch, \$1.50; 1½-inch, \$2.25. | |
| Back 22 in. 3.25 | 14 in. .... .56 | Wood—2-inch, \$1.25. | |
| Compass No. 3, 10 in. | 16 in. .... .53 | | |
| 12 in. .... .65 | Mitre 24 in. 3.50 | | |
| 14 in. .... .70 | 26 in. 3.75 | | |
| 16 in. .... .75 | 28 in. 4.25 | | |
| No. 10 Simonds or No. 7 Diston. | 30 in. 5.00 | | |
| 16-inch \$1.80 | Nest Complete No. 3. 1.50 | | |
| 18-inch 1.90 | | | |

| | | | | | |
|------------------|-------------------|-------------------|------------------|--------------------------|-----------------|
| Potato Forks. | Fish Forks. | Riveted. | Snathes. | Mortar. | Floral Sets. |
| P064 1.70 | IF \$.75 | RA40 | 50 1.35 | 9 \$1.15 | 150 |
| P06D 1.85 | Stone. | Socket. | 100 1.50 | S10 1.35 | 255 |
| Sluice Forks. | HH4 1.65 | G07895 | Smith's Hoes. | M210 1.85 | 8PF 1.85 |
| 208 \$2.55 | 99R 2.25 | G078X90 | 50A 1.00 | M29 1.25 | 4PSF 2.50 |
| 210 3.50 | Warren. | Beebe. | Nursery. | Invincible. | Floral Shovels. |
| 212 3.75 | Hoes. | BB690 | No. 7 1.00 | 1905 \$1.10 | FSD80 |
| Coke Forks. | W7 1.10 | BB6 1/295 | German. | Asphalt. | Floral Hoes. |
| 710 \$2.50 | W7 1/2 1.15 | Acme. | GE2-090 | Turf. | TY465 |
| 712 2.75 | W8 1.20 | A 1.15 | Planter's Eye. | Edger \$1.00 | Floral Rakes. |
| 714 3.00 | Ladies'. | Mattock. | AES65 | Dandelion. | GR645 |
| Shavings Forks. | LY565 | DES75 | AES75 | Spuds80 | Clam Rakes. |
| 806L 2.15 | | | AES75 | Dock Outter \$1.25 | 1120 3.25 |

RETAIL SELLING PRICES—Continued.

| | | | |
|--|--|---|--|
| SCREW DRIVERS —Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 130, \$2.25; 131, \$2.90. | | SOLDER — $\frac{1}{2}$ and $\frac{1}{4}$, 55c lb.; No. 1, 90-100, 49c lb.; Wiping, 40-60, 50c lb.; Wire, 50-50, 60c lb.; Electrical Wire, 40-60, 50c lb. | |
| SCREW DRIVERS —G. & P.—367—1 $\frac{1}{2}$, 85c; 3, 40c; 4, 45c. | | SNIPS, TINNERS —Wiss, Regular—No. W6 $\frac{1}{2}$, \$3.75 pair; W7, \$3.15; W8, \$2.50; W9, \$2.20; W10, \$2.00; W11, \$1.50; W12, \$1.25. | |
| SCYTHES —Bush—No. 400, \$1.90 each; 450, \$1.90. | | Wiss, Curved Blade—W6 $\frac{1}{2}$ CB, \$5.40 pair; W7CB, \$4.40; W8CB, \$3.75; W9CB, \$3.45; W10CB, \$3.15; W11CB, \$2.50; W12CB, \$2.20. | |
| Weed—No. 300, \$1.90 each; 350, \$1.90 each. | | SQUARES —Steel—No. 3, \$1.75 each; 3B, 3G, \$2.35; 10, \$1.25; 14, \$1.50; 14B, 14G, \$2.25; 22, \$1.15; 24, \$1.25; 27, \$1.35; 100, 1.25; 100A, \$3.00; 100B, 100G, \$1.85; 100CR, \$3.00; 100GVR, \$1.85; 100R, \$3.50; 100RBT, 100RGT, \$3.75; 101, \$2.00; 1016, 1018, \$3.50. | |
| Grass—No. 200, \$1.90 each; 250, \$1.90; 100, \$1.90; 150, \$1.90. | | Try and Mitre—No. 2 (6), 75c each; No. 2 (7 $\frac{1}{2}$), 85c; No. 2 (9), \$1.00; No. 12 (4), 45c; No. 12 (6), 50c; No. 12 (8), 65c; No. 12 (10), 85c; No. 15 (7 $\frac{1}{2}$), \$1.15; No. 20 (4 $\frac{1}{2}$), 45c; No. 20 (6), 55c; No. 20 (7 $\frac{1}{2}$), 65c; No. 20 (9), 75c; No. 20 (10), 85c; No. 20 (12), \$1.00. | |
| STEEL —Mild—See Iron. Tool, 20c; Drill, Com., 20c. | | STONES, SHARPENING —Alxite or Carborundum—No. 107, \$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c; 112, 65c; 115 to 117, \$1.25; 118 to 120, \$1.00; 121 to 123, 75c; 124 to 126, 75c; 133 to 135, \$1.00; 136 to 138, 65c; 142 to 144, 50c; 145 to 147, 35c. | |
| STEEL GOODS —Forks, Alfalfa—Ao134 $\frac{1}{2}$, \$2.00 each; Ao135, \$2.00 each. | | Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c. | |
| Forks, Barley—Bo185, \$2.00 each; Bo505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75. | | Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.5c; 42, 20c. | |
| Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. | | SPRAY PUMPS —Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00. | |
| Forks, Hay—No. o 3154 $\frac{1}{2}$ B, \$1.60 each; o 3155B, \$1.65 each; o 3155 $\frac{1}{2}$ B, \$1.75; o 3164 $\frac{1}{2}$, \$1.80; o 3165, \$1.85; o 3165 $\frac{1}{2}$, \$2.00. | | STAPLES —Netting, Galv., 15c lb.; Barbed Wire, Polished, 7 $\frac{1}{2}$ c. | |
| Forks, Header—Ro154 $\frac{1}{2}$, \$2.25 each; Ro155, \$2.25; Ro155 $\frac{1}{2}$, \$2.25; Ro156, \$2.35; Ro164 $\frac{1}{2}$, \$2.40; Ro165, \$2.50; Ro165 $\frac{1}{2}$, \$2.50; Ro166, \$2.60; Ro155, \$2.25; Ro155 $\frac{1}{2}$, \$2.35. | | STARRETT'S TOOLS —"Shop" or "Retail"— | |
| Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44 $\frac{1}{2}$ X, \$1.35; 54 $\frac{1}{2}$ X, \$1.50; 64 $\frac{1}{2}$ X, \$1.75; o44 $\frac{1}{2}$ XZ, \$1.35; o44X, \$1.40; o44 $\frac{1}{2}$ X, \$1.50; o44 $\frac{1}{2}$, \$1.50; o54 $\frac{1}{2}$ X, \$1.75; o54 $\frac{1}{2}$, \$2.15; o64 $\frac{1}{2}$ X, \$2.15; o64 $\frac{1}{2}$, \$2.25. | | Micrometers, 40% above list. | |
| Forks, Spading—No. BAD, \$1.50 each; LDX, \$1.50; oLDX, \$1.50; L4X, \$1.35; oL4X, \$1.50; o5H4, \$2.50; Jo4, \$2.00; JoW, \$2.50. | | Caliper Rules, 40% above list. | |
| Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7 $\frac{1}{2}$, \$1.10; 34W, 75c. | | Thickness Gauges, 40% above list. | |
| Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFM, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.35; 6GNR, \$1.50. | | Steel Tables, 40% above list. | |
| Hooks, Manure—No. M40, \$1.35 each. | | All other items, 25% above list. | |
| Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15. | | G. & P. GOODS —Hack Saw Frames— | |
| Rakes, Hay, Wood—No. 01, 50c each. | | 69..\$1.75 69B..\$1.50 247..\$2.00 5..\$.50 14..\$3.00 | |
| Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15. | | STOCKS & DIES — | |
| Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c. | | Green River List plus 25% | |
| Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00. | | Little Giant, List plus 25% | |
| SHEETS —Galvanized, Full Sheets—10 to 16, 12 $\frac{1}{2}$ c lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c. | | Armstrong No. 1 pipe \$5.85 | |
| Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. | | No. 2.....7.80 | |
| For cutting sheets, add 10% to above. Corrugated—Ftd., 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50. | | No. 2 $\frac{1}{2}$.....8.50 | |
| SHEETS (STEEL) —Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 10c full sheet. | | No. 3, 1 $\frac{1}{2}$ to 2.....13.00 | |
| Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet. | | No. 3, 1 to 2.....15.60 | |
| Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. | | STOP AND WASTE — | |
| Painted, Corrugated, 28-gauge, 6 to 10 feet, open. | | Rough Brass, Iron Pipe Threads No. 10 T-Handle or | |
| SHIELDS — | | No. 20 Lever Handle— | |
| Diamond—Expansion | | $\frac{1}{2}$ inch.....\$1.35 | |
| 3-16, each.....\$.05 | | $\frac{1}{2}$ inch.....1.75 | |
| $\frac{1}{4}$, each......06 | | No. 30 High Grade "Cap" Pattern T or Lever Handle— | |
| 5-16, each......07 | | Rough Brass, Iron Pipe Threads | |
| 3/8, each......08 | | $\frac{1}{2}$ inch.....\$1.50 | |
| $\frac{1}{2}$, each......12 | | $\frac{1}{2}$ inch.....2.10 | |
| $\frac{3}{4}$, each......15 | | STOVES —Common Air-Tights— | |
| SHINGLES—Tin, 5x7, \$3.00. | | No. 16 Unlined.....\$2.35 | |
| SHOES —Horse—Light, extra light or snow. All sizes, 10c lb. | | No. 18 Unlined.....3.00 | |
| Mule—No. 00 & 0, 12c lb.; 1, 11 $\frac{1}{2}$ c; 2 & larger, 11c. | | No. 20 Lined.....4.00 | |
| Cast Sleigh—Flat 9c lb.; Concave or Convex, 10c lb. | | STRIP —Weather—Rubber, $\frac{1}{2}$ -in. 8c per ft; $\frac{3}{4}$ -in. 4c ft. | |
| SHOT —Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 | | SUPPORTS —Wagon Tongue— | |
| 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1, 2, 20c lb.; B, BB, BBB, 20c lb. | | No. in. Price | |
| SHOT —Air Rifle, 20c lb., 10c pkg.; Balls, 20c lb.; Buck, 20c lb.; Drop, 20c lb. | | 1— $\frac{1}{4}$ \$1.50 2— $\frac{1}{2}$ \$2.00 3— $\frac{3}{4}$ \$2.75 | |
| SHOVELS —D Handle, Round Point—No. 102, \$2.35 each; 201, \$2.00; 401, \$1.75; 1003, \$2.00; 1004, \$2.00; 1005, \$2.25. | | SWEEPERS, CARPET —Bissell's—American Queen (N), \$4.75 each; Club (N), \$8.50; Grand Rapids (N), \$4.25; Grand Rapids (J), \$3.75; Parlor Queen (N), \$5.50; Princess (N), \$4.50; Superba (N), \$6.50; Universal (N), \$4.00; Universal (J), \$3.50. | |
| D Handle, Square Point—No. 104, \$2.35 each; 203, \$2.00; 307, \$2.50; 403, \$1.75; 404B, \$1.75; 1009, \$2.25; 1010, \$2.25; 1111, \$2.00; 1112, \$2.00. | | TACKS —Bill Posters'—No. 545 Wire, or 555 Cut—3, 35c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c. | |
| Long Handle, Round Point—No. 200, \$2.00 each; 300, \$2.00; 400, \$1.75; 400A, \$2.00; 700, \$2.00; 701, \$2.25; 800, \$2.25; 801, \$2.25; 1000, \$2.00; 1001, \$2.00; 1002, \$2.25. | | Carpet, No. 434 Cut, or 484 Wire $\frac{1}{4}$ lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. | |
| Long Handle, Square Point—No. 103, \$2.35 each; 202, \$2.00; 304, \$2.25; 402, \$1.75; 702, \$2.25; 1006, \$2.00; 1007, \$2.00; 1008, \$2.25. | | or 488 Wire $\frac{1}{4}$ lb. papers—3, 7 $\frac{1}{2}$ c box; 4, 7 $\frac{1}{2}$ c; 6, 7 $\frac{1}{2}$ c; 8, 7 $\frac{1}{2}$ c; 10, 7 $\frac{1}{2}$ c. | |
| ASSES' SKIN —35, 45c; 50c, 65c; 75, 85c; 100, \$1.00. | | No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. | |
| SLEDs —Hand and Coaster. | | Gimp—No. 324, 2 $\frac{1}{2}$, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. | |
| Flexible Flyer— | | Upholsterers'—No. 304 Cut, $\frac{1}{4}$ lb. papers—1 $\frac{1}{2}$ 15c box; 2, 15c; 2 $\frac{1}{2}$, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. | |
| No. 1.....\$3.00 | | No. 305, Cut, or 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. | |
| No. 2.....3.50 | | Double Pointed—Blued, $\frac{1}{4}$ lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. | |
| No. 3.....4.50 | | Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c | |
| No. 4.....5.50 | | TAPS —Machine Hand— | |
| No. 5.....7.50 | | 1-16 to 15-64.....30% | |
| No. 6.....15.00 | | $\frac{1}{4}$ to 1.....30% | |
| SMOOTH-ON —75c lb. | | 1-16 to 2.....20% | |
| Jr. Racer.....4.25 | | Left Hnd Dbl list plus 20% | |
| Racer.....5.00 | | Machine Screw— | |
| Tux. Racer.....7.50 | | 1 $\frac{1}{2}$ to 12.....35% | |
| Fire Fly— | | 14 to 24.....35% | |
| No. 9.....\$1.75 | | Machine Nut— | |
| No. 10.....2.25 | | 8-16 to 1.....30% | |
| No. 11.....2.75 | | 1 1-16 to 2.....20% | |
| No. 12.....3.25 | | Stove Bolt— | |
| | | $\frac{1}{4}$ to $\frac{1}{2}$.....25% | |
| | | Pipe— | |
| | | $\frac{1}{4}$ to 2.....40% | |
| | | 2 $\frac{1}{2}$ to 8.....30% | |
| | | 3 $\frac{1}{2}$ to 4.....20% | |

RETAIL SELLING PRICES—Continued.

TAPES—

| Starrett | Lufkin |
|----------------------|--------|
| No. 510, 25-ft. 360 | \$3.85 |
| No. 510, 50-ft. 363 | 4.85 |
| No. 510, 75-ft. 365 | 6.15 |
| No. 510, 100-ft. 366 | 7.75 |
| No. 505, 25-ft. 340 | 8.25 |
| No. 505, 50-ft. 343 | 4.00 |
| No. 505, 75-ft. 345 | 5.25 |
| No. 505, 100-ft. 346 | 6.75 |

Starrett

| Lufkin |
|-----------|
| 550 3.00 |
| 552 3.75 |
| 555 4.75 |
| 556 6.00 |
| 100 4.00 |
| 103 5.00 |
| 105 6.25 |
| 1260 3.60 |
| 1262 4.50 |
| 1265 5.75 |

TEES—Stove Pipe—Cylinder—

| Asbestos 6 inch— | Adjustable 6 inch— |
|----------------------|--------------------|
| 6x4, each.....\$.90 | 4 to 8......65 |
| 6x6, each.....1.25 | 6 to 12......75 |
| 6x8, each.....1.65 | Adjustable 7 inch— |
| 6x6, each.....1.75 | 6 to 12......85 |

TENTS—

| Size | 6-oz. | 10-oz. | Poles & Stakes Per Set |
|------------|---------|---------|------------------------|
| 7x7..... | \$10.40 | \$12.15 | \$2.35 |
| 7x9..... | 12.35 | 14.25 | 2.35 |
| 9x9..... | 14.25 | 16.65 | 2.35 |
| 9½x12..... | 16.75 | 19.55 | 3.25 |
| 12x14..... | 22.50 | 26.25 | 3.90 |
| 12x18..... | 27.75 | 32.45 | 5.20 |
| 14x16..... | 29.50 | 34.65 | 5.20 |
| 14x20..... | 36.65 | 42.55 | 6.20 |
| 16x18..... | 40.25 | 47.35 | 6.20 |
| 16x20..... | 44.35 | 51.75 | 6.50 |
| 16x24..... | 50.50 | 58.75 | 7.80 |
| 16x30..... | 61.10 | 71.25 | 8.45 |

A or Wedge—

| 5x7..... | 6.50 | 7.55 | 1.95 |
|----------|------|-------|------|
| 7x7..... | 8.20 | 9.55 | 2.25 |
| 7x9..... | 9.80 | 11.50 | 2.60 |

Flye—½ price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33½, \$9.00; 34, \$11.00.

TORCHES (CLAYTON & LAMBERT)—Alcohol, No. 28, \$2.00 each.

Gasoline, No. 14, \$4.00 each; 37, \$6.75 each; 38, \$7.25 each; 31, \$7.75 each; 32, \$8.00 each; 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each. Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$1.85; Avis (2), \$1.75; Avis (3), \$1.65; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c;

Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.00 each; Out-O-Sight, \$1.00.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c;

Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small, 75c; Holdem, large, \$1.00.

TROUGH—

| Eaves— | 5 inch, per doz..... | .35 |
|----------------------------|----------------------|-----|
| 4 in.....\$.13½ | 6 inch, per doz..... | .40 |
| 5 in......15 | End Caps— | |
| 6 in......18 | 4 in.....\$.15 | |
| Mitres— | 5 in......30 | |
| 4 in.....\$.45 | 6 in......35 | |
| 5 inch......50 | End Pa. Comp.— | |
| 6 in......60 | 4 in.....\$.25 | |
| Hangers—Wire— | 5 in......30 | |
| 4 inch, per doz.....\$.30 | 6 in......35 | |

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.

Standard, No. 55, 8 to 12 (177), \$1.00 each.

Dighton, No. 10, 10½, \$1.50 each; 11, \$1.60 each; 11½,

\$1.65 each; 12, \$1.75 each; 13, \$1.85 each; 14, \$2.00 each.

Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each;

11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNS—Cupboard—Brass Plated—Small, 30c; large, 35c.

TWINE—Sackine—¼-lb. hank, 30c.

TWINE—Cotton—Wrapping, 75c lb.; Budding, 75c.

Flax—No. 18BB, 40c lb.; 24BB, 40c; 18BC, 1018BC, 50c

lb.; 24BC, 1024BC, 50c; 36BC, 1036BC, 50c; 30, Sacking, 40c;

40, Sacking, 40c; 33, Sacking, 70c; 44, Sacking, 75c.

Hemp—No. 4½, 30c cwt.; 6, 30c; 07, 30c.

UNIVERSAL PLATES—Mild Steel Bars.

¼-inch and thicker and wider than 6-inch... 9.25 cwt.

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-

in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

| Standard Globe and Angle Valves— | Standard Gate Valves— |
|----------------------------------|-----------------------|
| ¼.....\$.85 | ¼.....\$1.45 |
| ½......90 | ½.....1.45 |
| ¾.....1.00 | ¾.....1.45 |
| 1.....1.25 | 1.....1.65 |
| 1½.....1.50 | 1½.....2.05 |
| 2.....2.25 | 2.....2.80 |
| 1.....3.00 | 1.....3.70 |
| 1½.....4.25 | 1½.....5.00 |
| 2.....6.25 | 2.....7.80 |

VISES—Solid Box—

| | | |
|-------------------|-----------------|------------------|
| 35 lb.....\$12.50 | 65 lb.....17.50 | 90 lb.....25.00 |
| 40 lb.....13.15 | 70 lb.....18.75 | 95 lb.....26.25 |
| 45 lb.....13.75 | 75 lb.....20.00 | 100 lb.....27.50 |
| 50 lb.....14.40 | 80 lb.....21.90 | 125 lb.....35.65 |
| 55 lb.....15.00 | 85 lb.....23.15 | 150 lb.....48.60 |
| 60 lb.....16.25 | | |

WAGONS—Express.

| Steel— | No. 30..... | 7.00 |
|-------------------|-------------|------|
| No. 04.....\$1.50 | No. 40..... | 7.50 |
| No. 03.....1.65 | Wagners— | |
| No. 02.....1.85 | No. 18..... | 6.50 |
| No. 0.....2.25 | No. 20..... | 7.50 |
| No. 1.....2.75 | No. 24..... | 8.50 |
| No. 2.....3.00 | Mars—Wells— | |
| No. 3.....3.50 | No. 10..... | 5.75 |

Coaster—Star.

| | | |
|-------------------|-------------|------|
| No. 10.....\$5.75 | No. 11..... | 6.50 |
| No. 20.....6.50 | No. 12..... | 7.00 |

WASHERS—Out—8-16, 25c lb.; ¼, 22c; 5-16, 30c; Malle-

able, 18c; Cast, 6c; 8-8, 17c; ¼, 14c; ¾, 14c; ¾, 14c.

WASTE—No. 1 White, 25c lb.; No. 2, 22c; No. 2 Colored, 18c.

WATCHES—

| | | |
|-------------------|----------------|------|
| Yankee.....\$1.35 | Junior..... | 2.75 |
| Triumph.....1.50 | Midget..... | 2.75 |
| Eclipse.....2.00 | Radiolite..... | 2.50 |

WAX—Floor, 60c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier

No. 11, 75c; No. 12, 85c. Kantauk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-

Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Bal-

ances—¼, 7c lb.

WHEELBARROWS—Brick—No. 10B, \$10.00 each; 20, \$10.00;

Garden—No. 2V, \$8.75; 3V, \$10.50; 21, \$6.25.

Railroad—No. 15, \$5.25; 17, \$6.25; 19, \$6.50.

Steel Tray, Wood Frame—No. 2A, \$11.50 each; 23, \$8.25;

27, \$12.00; K29, \$16.00.

Steel Tray and Frame—No. AX, \$10.75 each; 4, \$12.00; 5,

\$13.50; 10, \$18.00.

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots.....\$.08

Galvanized—Nos 6 to 16, 5 to 24-lb. lots......10

Black, 1 to 5-lb.....\$.10 Galv., 1 to 5-lb......12

Barbed Fence—

Glidden Ptd, \$6.80; Glidden Galv., \$7.00; Baker Ptd, \$6.55;

Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel

Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90;

Baling Wire—14 Ga., Full Colls, \$6.55 100 lbs.; 15 Ga.,

\$6.85; 16 Ga., \$6.75.

Broken Colls—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 3c

lb.; 50 to 100-lb. add 1 c lb.

Bale Ties—9½ ft., 15 Ga., per bundle of 250, \$3.25

WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open;

2-pt. Waukegan (galvanized), open; 4-pt. Lyman (gal-

vanized), open; American Special (galvanized), open.

Smooth-Twisted—Two Strand, open.

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb.

package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding

Discount 40%.

WRINGERS (CLOTHES)—American, Price, Each—

| | | |
|------------------|------------|--------|
| 10.....\$3.75 | 300..... | \$5.50 |
| 10 M.....3.50 | 301..... | 5.25 |
| 100.....5.25 | 302..... | 6.50 |
| 110.....4.75 | 360 E..... | 6.75 |
| 117 E.....5.75 | 361 E..... | 7.25 |
| 130 E.....5.50 | 370 E..... | 6.25 |
| 180.....2.50 | 390 E..... | 6.25 |
| 180 E.....5.75 | 570 E..... | 7.00 |
| B 180 E.....9.75 | 571 E..... | 7.50 |
| 190 E.....5.75 | 590 E..... | 6.75 |

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add

35% to 1st.

WRENCHES—Agricultural—No. 6, 60c each; 8, 75c; 10,

85c; 12, \$1.00; 15, \$1.45.

Alligator—0, 20c each; 1, 25c; 2, 50c; 3, \$1.25; 12, 80c;

13, 40c.

Bemis & Co'l—No 12, \$2.00 each; 15, \$2.50; 18, \$4.25.

Coes—Key (28), \$1.35 each; Key (86), \$3.00; Knife (6),

\$1.15; Knife (8), \$1.35; Knife (10), \$1.50; Knife (12),

\$2.00; Knife (15), \$2.75; Knife (18), \$3.25; Knife (21),

\$4.50; Steel (4), \$1.00; Steel (6), \$1.15; Steel (8), \$1.35;

Steel (10), \$1.50; Steel (12), \$2.00; Steel (15), \$2.75;

Steel (18), \$3.25; Steel (21), \$4.50.

Crecent—No. 68-8, \$1.50 each. No. 188, 4, 70c; 6, 75c;

8, \$1.00; 10, \$1.25; 12, \$1.50; 15, \$2.00; 18, \$2.75. No.

810-10, \$2.00.

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

AIR PUMPS

Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR HOSE

Chicago Tubing & Braiding Co., Chicago, Ill.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

ALUMINUM GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.
Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.
Peters Cartridge Co., Cincinnati, O.
San Francisco, Cal.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

AUTOMOBILE ACCESSORIES AND SUPPLIES

Apco Mfg. Co., Providence, R. I.
American Chain Co., Bridgeport, Conn.
Automobile Accessories Co., Baltimore,
Maryland.

Alcemo Mfg. Co., Newark, N. J.
Atlas Auto Supply Co., Chicago, Ill.
Baker, Hamilton & Pacific Co., San
Francisco, Calif.

Buffum Tool Co., Louisiana, Mo.
Century Plainfield Tire Co., Plainfield,
N. J.

Chicago Flexible Shaft Co., Chicago.
Chicago Tubing & Braiding Co., Chi-
cago, Ill.

Curtis Pneu. Machinery Co., St. Louis,
Missouri.

Diamond Rubber Co., Akron, Ohio.
B. F. Goodrich Co., Akron, Ohio.
Dunham, Carrigan & Hayden, San
Francisco, Cal.

G. & J. Tire Co., New York, N. Y.
Gillette Rubber Co., New York, N. Y.
L. P. Halladay Co., Streator, Ill.

J. H. Haney & Co., Hastings, Neb.
Hartford Rubber Works, New York.
Honeyman Hardware Co., Portland, Or.

Joseph Dixon Crucible Co., Jersey
City, N. J.

Lane Bros. Co., Poughkeepsie, N. Y.
Will B. Lane, Chicago, Ill.

Machine Appliance Corporation, Brook-
lyn, N. Y.

McGraw Tire & Rubber Co., East Pal-
estine, Ohio.

Frank Mossherg Co., Attleboro, Mass.
Motor Car Supply Co., Chicago, Ill.

Mound Tool Co., St. Louis, Mo.
National Wire Wheel Co., Geneva, N. Y.

Revere Rubber Co., New York, N. Y.
Romort Mfg. Co., Oakfield, Wis., and
Seattle.

Royal Mfg. Co., Rahway, N. J.
R. F. Sedgley, Philadelphia, Pa.

Stanley Works, New Britain, Conn.
Staybestos Mfg. Co., Germantown, Pa.

Strevel-Paterson Hardware Co., Salt
Lake City, Utah.

Salt Lake Hardware Co., Salt Lake
City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.
Swan & Finch Co., New York and
San Francisco.

Thermoid Rubber Co., Trenton, N. J.
New York, Chicago, San Francisco
and Los Angeles.

Union Hdwe. & Metal Co., Los An-
geles, Cal.

U. S. Tire Co., New York, N. Y.
Tritch Hardware Co., Denver, Colo.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Whitaker-Glessner Co., Wheeling, W. Va.

BABY CHAIRS

Perfection Mfg. Co., St. Louis, Mo.

BAKING PANS

Whitaker-Glessner Co., Wheeling, W. Va.

BALANCES—Spring

John Chatillon & Sons, New York.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle.
Pittsburgh Steel Co., Pittsburgh and
San Francisco.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard,
Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

P. & F. Corbin, New Britain, Conn.
Lane Bros. Co., Poughkeepsie, N. Y.
Stanley Works, New Britain, Conn.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Buffum Tool Co., Louisiana, Mo.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

Buffum Tool Co., Louisiana, Mo.
Buffalo Forge Co., Buffalo, N. Y.

BOILER GRAPHITE

Joseph Dixon Crucible Co., Jersey
City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Day-
ton, O.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
The Stanley Works, New Britain, Ct.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridge-
port, Conn.

BRACES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.
P. & F. Corbin, New Britain, Conn.
The Stanley Works, New Britain, Ct.

BRAKE LINING

Johns-Manville Co., New York, N. Y.
Staybestos Mfg. Co., Germantown, Pa.
Thermoid Rubber Co., Trenton, N. J.
New York, Chicago, San Francisco
and Los Angeles.

BRAZIERS

Clayton & Lambert Mfg. Co., Detroit,
Michigan.

Turner Brass Works, Sycamore, Ill.

BRIDLE IRONS

Lane Bros. Co., Poughkeepsie, N. Y.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE

P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Brit-
ain, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Russell & Erwin Mfg. Co., New Brit-
ain, Conn.

Sargent & Company, New Haven, New
York, Boston, Chicago, San Francisco.

BUTTS

The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stubber & Kuck, Peoria, Ill.

CAN OPENERS

United Royalties Corp., New York,
N. Y.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Basick Co., Bridgeport, Conn.
Faultless Caster Co., Evansville, Ind.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.
The Cleveland Galvanized Works,
Cleveland, Ohio.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.
Schroeter Bros. Hardware Co., St.
Louis, Mo.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CHURNS

United Royalties Corp., New York,
N. Y.

CLEAVERS—Butcher's

John Chatillon & Sons, New York.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven,
Conn.

CLOTHES LINE REELS

United Royalties Corp., New York,
N. Y.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.
Shelby Spring Hinge Co., Shelby, O.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland, Ore.
Samson Cordage Works, Boston, Mass.

CURRY COMBS

New York Stamping Co., Brooklyn.

CUTLERY

Geneva Cutlery Co., Geneva, N. Y.
John Chatillon & Sons, New York.
International Silver Co., Meriden, Ct.
Ontario Knife Co., Franklinville, N. Y.

WHERE TO BUY—Continued

- DIES**
Greenfield Tap and Die Corporation, Greenfield, Mass.
- DOOR HANGERS**
Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.
- DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.
- DOOR PULLS**
Bommer Brothers, Brooklyn, N. Y.
- DOOR SPRINGS**
Chicago Spring Butt Co., Chicago, Ill.
- DRAG SAWS**
E. M. Wade & Co., Portland, Ore.
- DRINKING FOUNTAINS**
Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.
- DRILLS**
Buffalo Forge Co., Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
- DUMBWAITERS**
Sedgwick Machine Works, New York.
- DUSTERS**
Lee Broom & Duster Co., Lincoln, Neb.
- DYNAMITE**
Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del., and San Francisco.
- EGG BEATERS**—"Ladd" All-Steel
United Royalties Corp., New York, N. Y.
- ELEVATORS**
Sedgwick Machine Works, New York.
- ENAMELED WARE**
Central Stamping Co., New York, N. Y.
New York Stamping Co., Brooklyn, N. Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
- ENGINES**
Lansing Wheelbarrow Co., San Francisco, Cal.
- ESCUTCHEONS**
P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.
- EXPANSION BOLTS**
Parker Supply Co., New York, N. Y.
- EXPLOSIVES**
Hercules Powder Co., Wilmington, Delaware and San Francisco, Cal.
- FASTENERS**—Casement Window
Shelby Spring Hinge Co., Shelby, O.
- FAUCETS**
Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
- FENCE**
United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.
- FENCE WIRE**
Pittsburgh Steel Co., Pittsburgh and San Francisco.
- FILES**
Delta File Works, Philadelphia, Pa.
Henry Disston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.
- FIRE APPARATUS**
O. J. Childs Co., Utica, N. Y.
- FIREARMS**
Colt's Patent Firearms Co., Hartford, Conn.
Remington Arms Co., New York and San Francisco.
- FIRE POTS**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
- FISHING TACKLE**
Joe Welsh, Pasadena, Cal.
- FITTINGS**
Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsgrove, R. I.
- FLOOR AND CEILING PLATES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.
- FLOUR SIFTERS**
Fred J. Meyers Mfg. Co., Hamilton, O.
- FOOD CHOPPERS**
Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.
Schlichter Mfg. Co., Hamilton, Ohio.
- FORGES**
Buffalo Forge Co., Buffalo, N. Y.
- FRY PANS**
Central Stamping Co., New York, N. Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.
- FURNACES**
Cutter & Proctor Stove Co., Peoria, Illinois.
Mangrum & Otter, San Francisco, Cal.
- FURNITURE SLIDES**
Universal Caster & Foundry Co., Newark, N. J.
- GALL CURE**
Williamson Mfg. Co., Sheffield, Ill.
- GALVANIZED GOODS**
Wheeling Corrugating Co., Wheeling, W. Va.
- GARAGE EQUIPMENT**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.
- GARDEN TOOLS**
Bartlett Mfg. Co., Detroit, Mich.
Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.
- GARDEN HOSE**
Thermoid Rubber Co., Trenton, N. J.
New York, Chicago, San Francisco and Los Angeles.
- GAS RANGES**
James Graham Mfg. Co., San Francisco.
- GASOLINE TORCHES**
Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Bernz, Newark, N. J.
- GRAPHITE**
Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.
- GRAPHITE PAINT**
Joseph Dixon Crucible Co., Jersey City, New Jersey.
- GRASS CATCHERS**
Excelsior Bag & Mfg. Co., Troy, N. Y.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.
- HAMMERS**
Vaughan & Bushnell Mfg. Co., Chicago, Ill.
- HANDLES**
Buffum Tool Co., Louisiana, Mo.
- HAND FIRE EXTINGUISHERS**
O. J. Childs Co., Utica, N. Y.
- HAND CARTS**
Lansing Wheelbarrow Co., San Francisco, Cal.
- HANGING SCALES**
Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.
- HARDWARE SPECIALTIES**
Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Buckeye Aluminum Co., Doylestown, O.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
New York Stamping Co., Brooklyn, N. Y.
Reading Saddle & Mfg. Co., Reading, Penn.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- Salt Lake Hardware Co., Salt Lake City, Utah.**
Schröter Bros. Hardware Co., St. Louis, Mo.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Strevel-Paterson Hdw. Co., Salt Lake.
Thomson-Diggs Co., Sacramento, Cal.
- HARNES HARDWARE**
Covert Mfg. Co., Troy, N. Y.
- HINGES**
Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.
- HOLLOW HANDLE TOOL KITS**
Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.
- HOOK AND EXPANSION PLATES**
Beaton & Cadwell Mfg. Co., New Britain, Conn.
- HORSE SHOES**
Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
- HOSE**
Goodyear Rubber Co., San Francisco.
- HOSE COUPLING**
Stuber & Kuck, Peoria, Ill.
- HOSE MENDERS**
Stuber & Kuck, Peoria, Ill.
- HOSE REELS**
Specialty Mfg. Co., St. Anthony Park, Minnesota.
- HOUSEHOLD GOODS**
Aluminum Goods Mfg. Co., Manitowoc, Wis.
Baker, Hamilton & Pacific Co., San Francisco.
Central Stamping Co., New York, N. Y.
Cordley & Hayes, New York, N. Y.
Corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Hayden, San Francisco, Cal.
The Handy Mfg. Co., Chicago, Seattle.
Heyman-Well Co., San Francisco, Cal.
Jensen, King, Byrd Co., Spokane, Wn.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain, Connecticut.
Fred J. Meyers Mfg. Co., Hamilton, O.
Mangrum & Otter, San Francisco, Cal.
New York Stamping Co., Brooklyn, N. Y.
Nu-Sink Co., Los Angeles and San Francisco, Cal.
Ontario Knife Co., Franklinville, N. Y.
Schlichter Mfg. Co., Hamilton, Ohio.
Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
United Royalties Corporation, N. Y.
Wheeling Corrugating Co., Wheeling, W. Va.
- ICE CREAM FREEZERS**
North Bros. Mfg. Co., Philadelphia.
- ICE SCALES**
Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.
- IRON AND STEEL**
Salt Lake Hardware Co., Salt Lake City, Utah.
Strevel-Paterson Hardware Co., Salt Lake City, Utah.
Thomson-Diggs Co., Sacramento, Cal.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
Wheeling Corrugating Co., Wheeling, W. Va.
- JACKS**—Carriage, Truck
Lane Bros. Co., Poughkeepsie, N. Y.
- JAPANNED WARE**
Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.
- JOIST HANGERS**
Lane Bros. Co., Poughkeepsie, N. Y.
- KICK PLATES**
Bommer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

WHERE TO BUY—Continued

KNIVES

John Chatillon & Sons, New York.
Ontario Knife Co., Franklinville, N. Y.

LADDERS

N. W. Fence & Supply Co., Portland,
Ore.

KNOBS—Door

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LAVATORY SPRING HINGES

Chicago Spring Butt Co., Chicago, Ill.

LAWN MOWERS

Coldwell Lawn Mower Co., Newburgh,
N. Y., and Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Pennsylvania Lawn Mower Co., Phila-
delphia, Pa.

LAWN SPRINKLERS

Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadel-
phia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.

LAWN SWEEPERS

Philadelphia Lawn Mower Co., Phila-
delphia, Pa.

LENSES

Corning Glass Works, New York, N. Y.

LEVELS

Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Philadelphia.
Stanley Rule & Level Co., New Brit-
ain, Conn.

LOCKS

P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Brit-
ain, Conn.
Shelby Spring Hinge Co., Shelby, O.

MANUFACTURERS' AGENTS

Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
Norman Cowan, San Francisco, Cal.
W. D. Caldwell, San Francisco.
E. O. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Fran-
cisco, Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
A. W. Dow, San Francisco.
Geo. F. Eberhard Co., San Francisco
Ewing-Lewis Co., San Francisco and
Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San
Francisco, Cal.
Edward Knoble & Son, Tacoma, Wash.
Chas. L. Lewis, San Francisco.
French & Linforth, San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los
Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jonas, Los Angeles, San
Francisco.
E. A. Keithley, San Francisco.
P. O. & A. E. Lowrey, San Francisco.
O. A. Maydwell & Co., San Francisco.
Mayrant Conner, San Francisco.
McDonald & Linforth, San Francisco.
Morgan & Allen, San Francisco.
J. T. McDewitt, San Francisco.
T. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Port-
land, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los
Angeles, Portland, Seattle.
C. P. Rust & Co., San Francisco, Cal.
O. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
O. H. Stanyan, San Francisco.
Eugene C. Saul, San Francisco.

Strimple & Cox, Seattle, Wash.
J. A. Tuthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.
S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS

Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. Y.
The James Swan Co., Seymour, Conn.

METAL LATH

Wheeling Corrugating Co., Wheeling,
W. Va.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling,
W. Va.

MILK CANS

Sturges & Burn Mfg. Co., Chicago,
Ill.

MILLS—Coffee, Spice, Corn

Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES

H. C. Marsh Co., Rockford, Ill.

MITRE MACHINES

H. C. Marsh Co., Rockford, Ill.

NAILS

Pittsburgh Steel Co., Pittsburgh and
San Francisco.

NAIL CLIPS

H. O. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES

American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

NAIL STRIPPERS

Dick Smith, Los Angeles, Cal.

OIL GAUGES

Apco Mfg. Co., Providence, R. I.

OIL STOVES

George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.
Ringen Stove Co., St. Louis, Mo.

PAIS—Fibrotta

Cordley & Hayes, New York, N. Y.

PAINTS

The Brininstool Co., Los Angeles, Cal.
California Paint Co., Oakland, Cal.
Wm. Connors Paint Mfg. Co., Troy,
N. Y.
Joseph Dixon Crucible Co., Jersey City,
N. J.
Montauk Paint Mfg. Co., Brooklyn.
R. N. Nason & Co., San Francisco, Cal.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevel-Paterson Hardware Co., Salt
Lake City, Utah.

PIPE

Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Annis-
ton, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penna
Sta., Pa.
Annisston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birming-
ham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Phila-
delphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krapp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Brook-
lyn, N. Y.
National Pipe & Foundry Co., Attalla,
Ala.
Reading Foundry & Supply Co., Read-
ing, Pa.
Salem Brass & Iron Mfg. Co., Salem,
New Jersey.
Sanitary Co. of America, Linfield, Pa.

Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS

Buffum Tool Co., Louisiana, Mo.

PIPE FITTINGS

Rhode Island Fittings Co., Hills Grove,
Rhode Island.

PIPE HANGERS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

PIPE HOOKS

Berger Bros. Co., Philadelphia, Pa.

PIPE WRENCHES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Trimont Mfg. Co., Roxbury, Mass.

PISTON RINGS

Automobile Accessories Co., Baltimore.

PIVOTS—Ball Bearing

Bommer Bros., Brooklyn, N. Y.

PLANES

Stanley Rule & Level Co., New Britain,
Conn.

PLATES—Kick

Bommer Bros., Brooklyn, N. Y.

PLIERS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

PLUMBING SPECIALTIES

Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisiana, Mo.
C. F. Church Mfg. Co., Holyoke, Mass.
Otto Bernz, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Ereoscent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hills Grove,
Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.

POLISHES

The Cedarwax Co., Los Angeles.

POWDER—Smokeless

Hercules Powder Co., Wilmington,
Del., and San Francisco.

PRUNING HOOKS

Henry Disston & Sons, Philadelphia.

PRUNING SHEARS

Granucci Hardware Co., San Francisco.
N. W. Fence & Supply Co., Portland,
Ore.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

PUMP VALVES AND PLUNGERS

Berger Bros. Co., Philadelphia, Pa.

PUMPS

Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.
Pacific Hardware & Steel Co., San
Francisco, Cal.
Pacific Pump & Supply Co., San Fran-
cisco, Cal.

PUSH PLATES

Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES—Key and Wood

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

RAILWAY CAR MOVERS

G. D. Rowell & Son, Appleton, Wis.

RANGES

Jas. Graham Mfg. Co., San Francisco,
California.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.

RAZORS

Geneva Cutlery Co., Geneva, N. Y.

REAMERS

Greenfield Tap and Die Corporation,
Greenfield, Mass.

WHERE TO BUY—Continued

REFRIGERATORS

Baldwin Refrigerator Co., Burlington, Vermont.
Maine Mfg. Co., Nashua, N. H.
Simmons Hdw. Co., St. Louis, Mo.

RIVETS

Edwin B. Stimpson Co., Brooklyn, N. Y.

RIVETING MACHINES

F. H. Smith Mfg. Co., Chicago, Ill.

ROASTERS

Central Stamping Co., Brooklyn, N. Y.

ROOFING CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.
Philip Carey Co., Cincinnati, O.

ROPE

Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.

RULES

Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.

SASH CORD

Samson Cordage Works, Boston, Mass.

SAWS

Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
Jas. Ohlen & Sons Saw Mfg. Co., Columbus, O.; San Francisco and Portland.
Simmons Hdw. Co., St. Louis, Mo.
Simonds Mfg. Co., Pittsburg, Mass., San Francisco and Portland, Ore.
L. S. Starrett Co., Athol, Mass.

SAW SETS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

SCALES

John Chatillon & Sons, New York.
Detroit Automatic Scale Co., Detroit, Mich.
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.

SCREW CASES

American Bolt & Screw Case Co., Day-
ton, O.

SCREW DRIVERS

Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Brit-
ain, Conn.

SCREEN DOOR SETS

Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.

SHARPENING MACHINE

Hyfield Mfg. Co., New York, N. Y.

SHEATHING PAPER

Brown Company, Portland, Maine.

SHEETS

Brier Hill Steel Co., Youngstown, O.,
and San Francisco.

SHEEP SHEARING MACHINES
AND TOOLS

Chicago Flexible Shaft Co., Chicago.

SHEETS—Black and Galvanized

Wheeling Corrugating Co., Wheeling,
W. Va.

SHOTGUN SHELLS

Peters Cartridge Co., San Francisco
and Cincinnati, O.

SHOW CASES

Duluth Show Case Co., Duluth, Minn.

SKILLETS

New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.

SLIDING DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.

SNAPS

Covert Mfg. Co., Troy, N. Y.

SPITTOONS—Fibrotta

Cordley & Hayes, New York City,
N. Y.

SPORTING GOODS

Colt's Patent Firearms Co., Hartford,
Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Remington Arms Co., New York and
San Francisco.
Strevell Paterson Hardware Co., Salt
Lake City, Utah.

SPRAYING OUTFITS

Goulds Mfg. Co., Seneca Falls, N. Y.

SPRINKLERS AND HOLDERS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

STAMPED STEEL HARDWARE

Shelby Spring Hinge Co., Shelby, O.

STEELS—Butcher's

John Chatillon & Sons, New York.

STOCKS AND DIES

Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.

STOVES

George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.
Culter & Proctor Stove Co., Peoria, Ill.
Hess Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wa.
Kierulff Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.

STOVE PIPE CRIMPER

Packham Crimper Co., Mechanicsburg,
Ohio.

STOVE PUTTY

William Connors Paint Mfg. Co., Troy,
New York.

STOVE REPAIRS

Myer S. Rubens, Spokane, Wash.
Spokane Stove Repair Works, Spo-
kane, Wash.

SWINGS

Perfection Mfg. Co., St. Louis, Mo.

TACKLE BLOCKS—Automatic

Lane Bros. Co., Poughkeepsie, N. Y.

TANKS—Pneumatic Water Supply

Wm. B. Sealie & Sons, Pittsburgh, Pa.

TAPS AND DIES

Greenfield Tap and Die Corporation,
Greenfield, Mass.

TAPES

Lufkin Rule Co., Saginaw, Mich.
L. S. Starrett Co., Athol, Mass.

THREADING MACHINES

Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation
Greenfield, Mass.

TIMBER HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

TINWARE

Central Stamping Co., New York, N. Y.
Schlueter Mfg. Co., St. Louis, San
Francisco, Seattle, Denver.

TIRES

Century Plainfield Tire Co., Plainfield,
N. J.
Diamond Rubber Co., Akron, San
Francisco and Seattle.
B. F. Goodrich Co., Akron, Ohio.
Gillette Rubber Co., New York, N. Y.
Hartford Rubber Works Co., New York
McGraw Tire & Rubber Co., East Pal-
estine, Ohio.

Thermoid Rubber Co., Trenton, N. J.,
New York, Chicago, San Francisco
and Los Angeles.

U. S. Tire Co., New York, N. Y.

TIRE PUMPS

J. H. Haney & Co., Hastings, Neb.

TOGGLE BOLTS

Richards-Wilcox Mfg. Co., Aurora, Ill.

TOOLS

Mound Tool Co., St. Louis, Mo.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Whitman & Barnes, Akron, Ohio, New
York and San Francisco.

TOOL HOLDERS

J. H. Williams & Co., Brooklyn, N. Y.

TOOL ROLLS

Buffum Tool Co., Louisiana, Mo.
Excelsior Bag & Mfg. Co., Troy, N. Y.

TOOTH BRUSH HOLDERS

E. J. Chubbuck, San Francisco, Cal.

TORCHES

Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J.

TOYS

Baker-Smith Co., San Francisco.

TROLLEYS—Overhead

Lane Bros. Co., Poughkeepsie, N. Y.

TRUCKS

Lansing-Company, San Francisco, Cal.
Universal Caster & Foundry Co., New-
ark, N. J.

TRUNKS AND BAGS

Salt Lake Hardware Co., Salt Lake
City, Utah.

TUBS—Fibrotta

Cordley & Hayes, New York, N. Y.

VACUUM BOTTLES

Landers, Frary & Clark, New Britain,
Conn.

VARNISH

California Paint Co., Oakland, Cal.

VISES

Goodell-Pratt Co., Greenfield, Mass.
H. C. Marsh Co., Rockford, Ill.

WASHING MACHINES

Eagle Woodenware Mfg. Co., Hamilton,
Ohio.

WASHERS—Wrought Steel

The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee.

WASTE

Royal Mfg. Co., Rahway, N. J.

WEEDERS

J. E. Gilson Co., Port Washington,
Wis.

WHEELBARROWS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

WINDMILLS

Pacific Pump & Supply Co., San Fran-
cisco, Cal.

WIRE AND WIRE SPECIALTIES

Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles
Cal.; Portland, Ore., and Seattle,
Washington.

WIRE WHEELS

National Wire Wheel Co., Geneva, N. Y.

WRENCHES

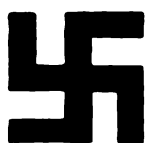
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge-
port, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Will B. Lane, Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes, Akron, Ohio, New
York and San Francisco.

WRINGERS

Eagle Woodenware Mfg. Co., Hamilton,
Ohio.

WROUGHT STEEL WASHERS

Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.



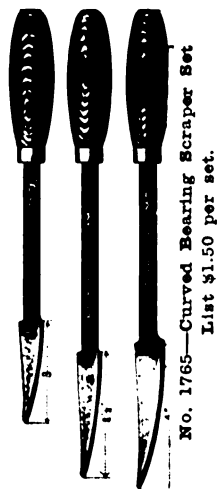
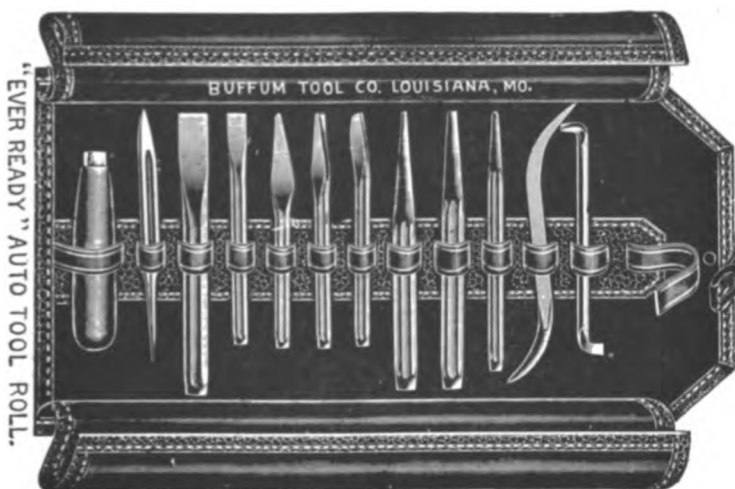
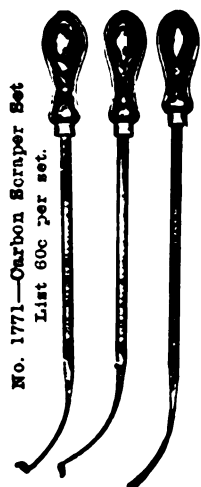
THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office

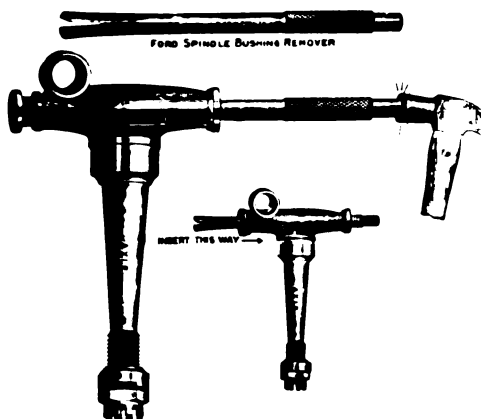
No. 1823 Ever Ready Tool Set. List \$9.00 per doz.



No. 1754—Three-Cornered Bearing Scraper
List 25c each.

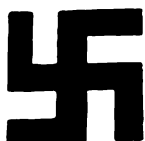
These are the tools every automobile owner needs.

Display them and you will make sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel. List per doz. \$9.00

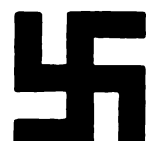
If your Jobber cannot supply you, write to us or our agents.



C. W. GAUSE COMPANY

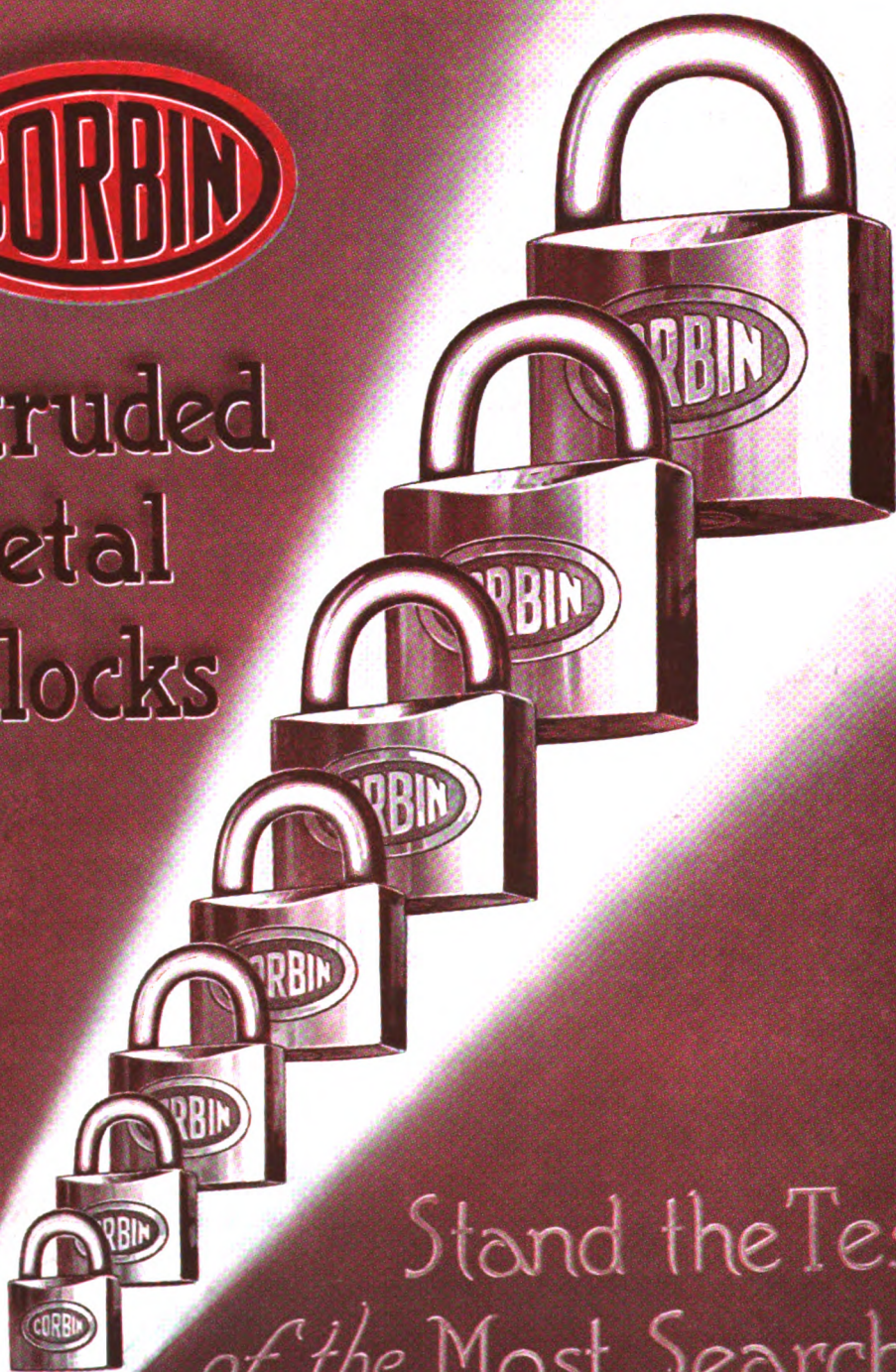
WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street - - San Francisco, California





Extruded Metal Padlocks



*Stand the Test
of the Most Searching
Examination*

Corbin Cabinet Lock Company

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

CHICAGO

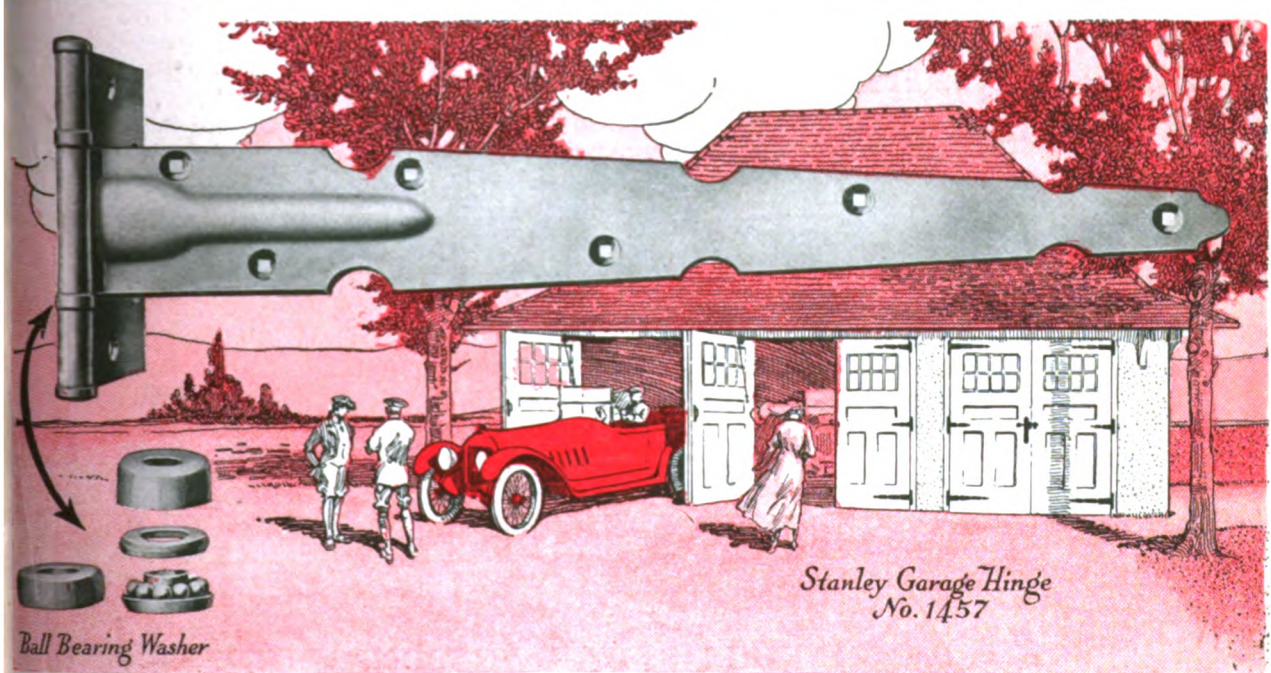
PHILADELPHIA

GIFT
MAY 16 1918

Hardware - PLUMBING AND HEATING - World

13:5

MAY 1918



A Garage Is No Better Than Its Hinges

STANLEY HINGES

Swing Heavy Doors Easily, Quietly; Weather Tight

Stanley Hinges need no inside space for operation and permit all the doors to be opened at one time—an important advantage.

In the above illustration the gracefulness and stylish characterful lines of the Stanley Hinges are evident.

The doors here are hung on Stanley Garage Hinges No.

1457, the 24-inch at top and bottom, with 10-inch at the center. There are larger Stanley Hinges for massive doors.

Stanley Door Holders No. 1774 make it impossible to have an accident due to a swinging door crashing into the auto. These, with Stanley Bolts, Latches and Pulls are in constant demand by builders and garage owners.

You should carry a complete line of Stanley Garage Hardware because there's a call for it; it satisfies perfectly every garage requirement, and there's a good profit for you in handling it.

Today write for Stanley Garage Hardware catalog and information on "Selling Stanley Garage Hardware." Write today for a Stanley Garage Hardware window display.

THE STANLEY WORKS, New Britain, Conn., U. S. A. NEW YORK, 100 Lafayette Street
CHICAGO, 73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball-Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Hangers and Fasteners; Screen Window and Blind Trimmings; Furniture Hardware; Twinrold Box Strapping, and Cold Rolled Stripped Steel. Stanley Garage Hardware is adaptable for factory and mill use.

A TRADE BUILDER

*Big
Can*



*27 oz.
25c*

CLEANS EVERYTHING

THAT'S WHY EVERYBODY NEEDS

SPEE-DEE

APPEALS TO ALL CLASSES OF TRADE WITH
ITS THOUSAND DIFFERENT USES—
MAKES GOOD FOR YOU AND YOUR CUSTOMERS

BIG PROFIT

ORDER FROM YOUR JOBBER IN TIME FOR THE

BIG SPRING CLEAN-UP DEMAND

WRITE FOR FULL PARTICULARS AND SELLING HINTS

MANUFACTURERS

STATES CHEMICAL CO.

602 W. AUSTIN AVE.

CHICAGO, U. S. A.

If It's a "W. ROSE" That's All Need Be Said

Covering the United States and Canada with a clean forged accurate line of tools for plasterers and masons has presented to Wm. Rose & Bros. unrivaled opportunities to study the preferences of these workmen



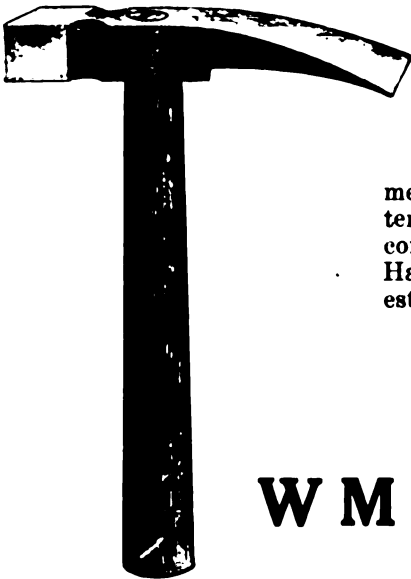
Pattern No. 7777
6 $\frac{1}{8}$ In. Wide
Leather Handle

The Trowel for the West



Pattern No. 223
6 $\frac{1}{2}$ In. Wide
Hardwood Handle

Or This With the Wider Heel



Brick Hammers

Genuine Crucible Steel

A brick hammer needs to be dressed but the metal a regular hammermaker uses is not intended for reheating or for holding an edge or corners. So you need our W. Rose Brick Hammer more than the W. Rose Trowel you've esteemed so long.

For Sale by all Jobbers

Write for Catalog

WM. ROSE & BROS.

SHARON HILL, PENNA.

Selling Agents, WIEBUSCH & HILGER, Ltd., 110 Lafayette Street, New York

E.C. SIMMONS
**KEEN
KUTTER**

CUTLERY
AND
TOOLS

FULLY
GUARANTEED

STANDARD
OF
AMERICA

Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."

TRADE MARK REG. U.S. PAT. OFF.

E.C. SIMMONS.

QUALITY FIRST

ATLAS

Tacks of every kind
Small Nails of every kind
Iron Rivets
Copper Rivets
Staples



Wire Nail Specialties
Shoe Eyelets
Shoe Lacing Hooks
Capped Nails
Capped Tacks

ARE THE STANDARD OF QUALITY

TWENTY THOUSAND kinds and sizes
in iron, steel, copper, brass and zinc; also
electro-plated, galvanized, tinned, enameled
and japanned

MADE BY THE
LARGEST and OLDEST MANUFACTURERS of TACKS
AND SMALL NAILS IN THE WORLD

ATLAS TACK COMPANY

FAIRHAVEN, MASSACHUSETTS, U. S. A.

Help Get More Wool

YOUR COUNTRY NEEDS IT

Don't let sheep owners in your locality shear with hand blades—it's barbarous and wasteful. They cut the sheep, do a rough job, and leave on each animal about a pound of wool that should be shorn.

Machine shearing gets all the wool. Can't cut the sheep, and saves time and labor, to say nothing of increasing the wool production which is needed so urgently.

The additional wool obtained will more than pay for a machine the first shearing.

There are Stewart Machines for shearing every size flock — hand-operated machines for small flocks and power machines for big flocks.

Get our catalogue and get after every sheep owner in your locality.

You can sell a number of shearing machines, helping yourself and your country. Will you do it now?

Write immediately for Catalogue No. 65.

Chicago Flexible Shaft Company
5604 West Twelfth Street - - Chicago, Illinois



The Union Fork & Hoe Co.

Manufacturers of a Complete Line of
High Grade

Forks, Hoes, Rakes and Hooks

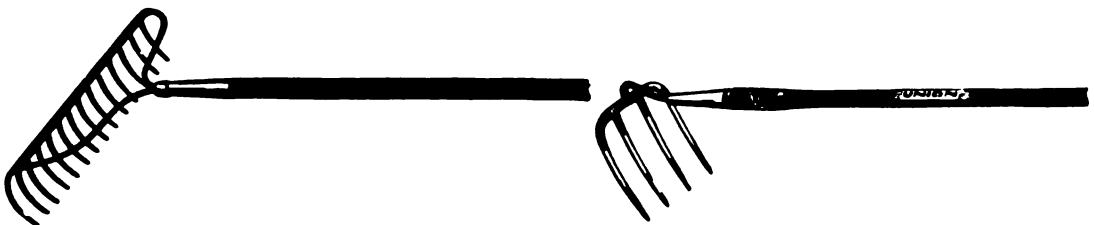


General Offices
COLUMBUS, OHIO

Factories
FRANKFORT, NEW YORK
COLUMBUS, OHIO



“They’re Just Right — Strong But Light”



NICHOLSON

The Imprint of File Quality—

Shrewd merchants find it was to feature the NICHOLSON imprint at the very commencement of the sale.

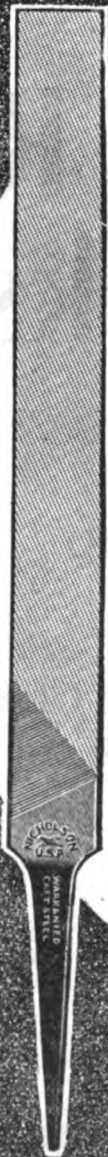
They discover in this familiar stamp a means whereby they can gain instant recognition and approval resulting in a saving of time and selling expense.

The NICHOLSON trade mark stands for over fifty years of specialized experience; stands for a guarantee of shape, cut, quality and temper; for maximum service and positive file satisfaction.

Have you read our booklet FILE PHILOSOPHY? If not, by all means get it at once.

**Nicholson
File Co.**

Providence, R. I.
U. S. A.





Here Are a Few Good Sellers

BUFFALO NO 2-E BLOWERS are designed for a variety of purposes—for blowing furnaces, forge fires, church organs—for removing scale from power hammers, chips, sawdust in woodworking plants, for exhausting dust from small grinders and buffing machines.



BUFFALO 20" UPRIGHT DRILLS are machine shop tools—designed for accurate work.

Garages, machine shops, auto repair shops, blacksmiths who repair tractors and other farm machinery all find this an excellent machine.

Has machine cut gears, can be changed instantly from back gear to plain drive; crown gear bronze bushed, ballbearing.

All parts accurately fitted and finished. An exceptionally good seller—worth investigating.



BUFFALO NO. 651 FORGE is a popular cast iron blacksmith forge. Equipped regularly with Buffalo No. 200 ballbearing silent blower. Gear ratio $47\frac{1}{2}$ to 1.

Substantial dependable machine that will handle all regular blacksmith work.

Be sure and ask for Catalog of Buffalo "Line."

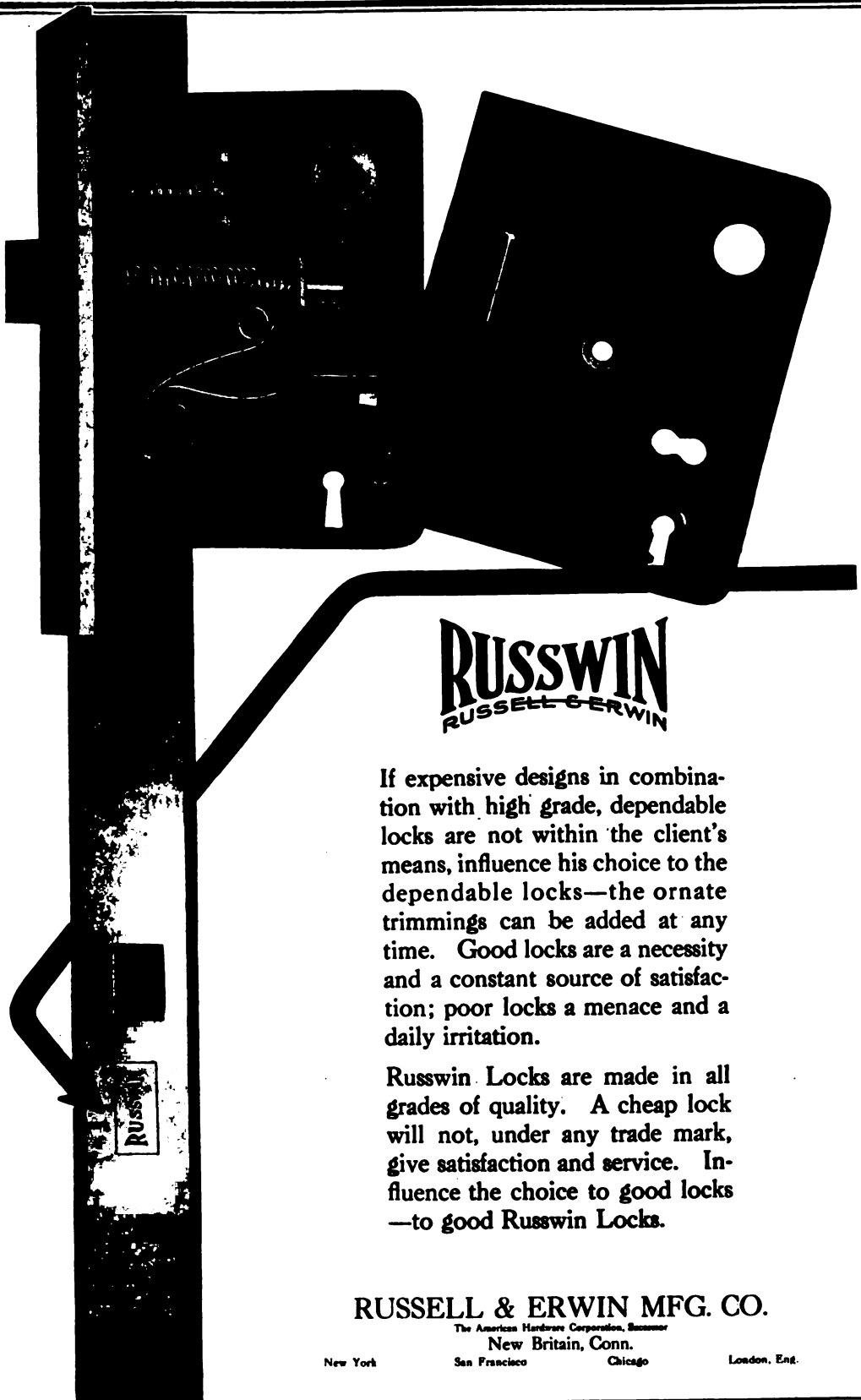
Buffalo Forge Co.

BUFFALO, N. Y.

Pacific Coast Office.

823 Higgins Bldg.

Los Angeles, Calif.



RUSSWIN
RUSSELL & ERWIN

If expensive designs in combination with high grade, dependable locks are not within the client's means, influence his choice to the dependable locks—the ornate trimmings can be added at any time. Good locks are a necessity and a constant source of satisfaction; poor locks a menace and a daily irritation.

Russwin Locks are made in all grades of quality. A cheap lock will not, under any trade mark, give satisfaction and service. Influence the choice to good locks—to good Russwin Locks.

RUSSELL & ERWIN MFG. CO.
The American Hardware Corporation, Successor
New Britain, Conn.

New York San Francisco Chicago London, Eng.



In Union There is Strength

Teamwork in selling brings results. This husky bunch of silent, but active, salesmen will do business for you "by the wholesale." They're used to doing big things when you get them working together.

One sells Braces, another sells Chisels, a third sells Pruning Shears, while the others are selling Pliers, Snips and Screw Drivers. They all **SELL**.

And while each one is selling its particular specialty, all together they are selling **PEXTO**. Their Pexto goodness helps them sell themselves, and this continuous performance is the thing about the Pexto proposition that will put the profits in your cash drawer.

If you have one or two of these Pexto Displays working for you, you will more than double up sales by having the others on the job. If you have not tried this Pexto plan, write your jobber for prices. For business sake, do this today.

The Peck, Stow & Wilcox Company

Mfrs. Mechanics' Hand Tools, Tinsmiths' and Sheet Metal Workers' Tools and Machines, Builders' and General Hardware

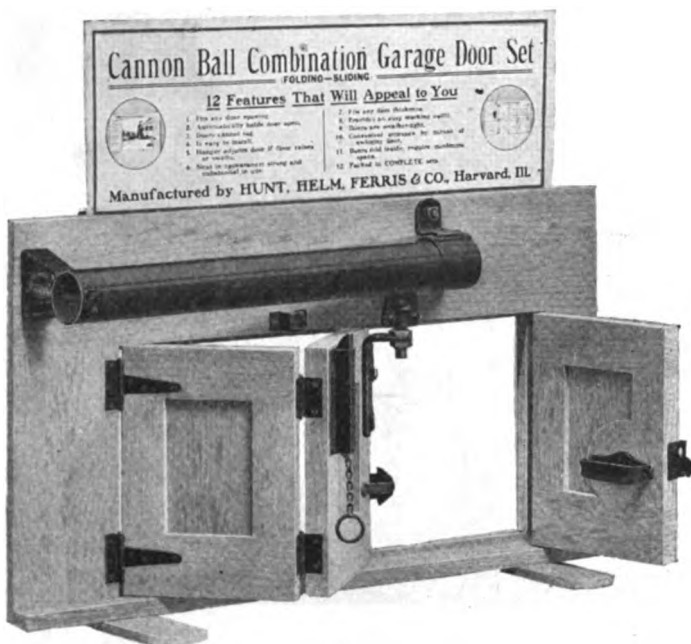
Southington, Conn.

Cleveland, O.

Address correspondence to 207 W. Center St., Southington, Conn.

PEXTO

MECHANICS' HAND TOOLS



Real Sales Helps

We've put back of the Cannon Ball Combination Garage Door Set (Sliding-Folding) the kind of Sales-Help that you'll recognize on sight as being a fourteen carat business - booster. And realizing the fact that the more business you do on our goods, the more prosperous we are, there isn't a penny's cost

attached to this co-operation we extend.

Write for particulars.

FREE

This Counter Display arouses interest and starts inquiry on Cannon Ball Garage Sets. It makes sales quick — tells users the whole story. And it's FREE to you on our new proposition.

Cannon Ball Combination Garage Door Sets (Folding Sliding)

Here, in the new Cannon Ball Combination Garage Door Set (Sliding-Folding) is the most modern hanging ever devised for this purpose. It fits any door opening and insures against sagging—is easy to install and if floor raises or swells the hanger adjusts the door.



Showing the Garage Doors open, with the new Cannon Ball Combination Hanging

It is neat in appearance and substantial in use—fits any door thickness and makes 'em absolutely weather-tight—gives a convenient entrance by the swinging door and the doors fold inside requiring minimum space and are automatically and securely held open. Comes packed in complete sets.

WRITE FOR

our new special deal on Cannon Ball. Its a sure fire sales-maker and profit increaser.

HUNT, HELM, FERRIS & CO.

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

| | |
|-------------------------------|---------------------|
| Baker, Hamilton & Pacific Co. | San Francisco, Cal. |
| Dunham, Carrigan & Hayden Co. | San Francisco, Cal. |
| Honeyman Hardware Co. | Portland, Ore. |
| Seattle Hardware Co. | Seattle, Wash. |
| Schwabacher Hardware Co. | Seattle, Wash. |
| Morse Hardware Co. | Bellingham, Wash. |
| Holley-Mason Hardware Co. | Spokane, Wash. |
| Jensen-King-Byrd Co. | Spokane, Wash. |

More Cash Profits

There are two ways of making more profit. The first lies through selling more goods—the second way is by making more money on what you sell. The new plan we're putting back of Cannon Ball goods insures you extra profits from both sources. And they're **safe** profits, too, simply because the Cannon Ball satisfies your trade. There's big money in it if you act right NOW, but the fellow who delays too long is going to get left. Action brings reward. Better write right now.

Cannon Ball Barn Door Hangers & Track

Ten years of use—heavy advertising and probably the widest sales of any barn door hanger in the country are back of the Cannon Ball Line. Say "CANNON BALL" to your customer and he knows you're offering him a reliable article. Their construction is simple—they are wonderfully durable and the one way by which a man can hang barn doors and **forget them**. No attention—no repairs. The Hangers are made with light running, noiseless steel ball wheels mounted on strong steel frames. Frictionless and flexible and built with long roller bearings. The tubular track in which they run completely protects the hanger. This track is built in 3 ft. sections and comes crated so that it can be stored under the counter, or furnished in long lengths, as sorted, if you wish.

WRITE!

Send your names and we'll send particulars of the new Cannon Ball deal that makes more sales and profits for YOU.

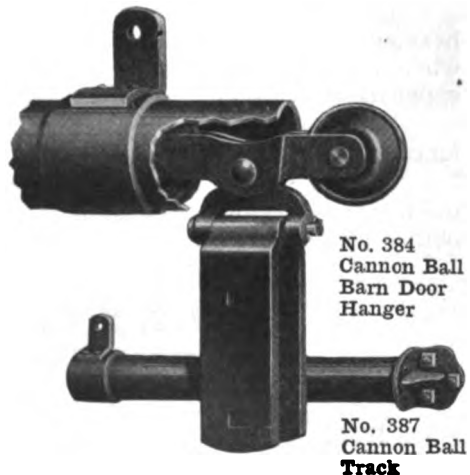
HUNT, HELM, FERRIS & CO.

Main Office and Factory, 54 Hunt Street, Harvard, Ill.

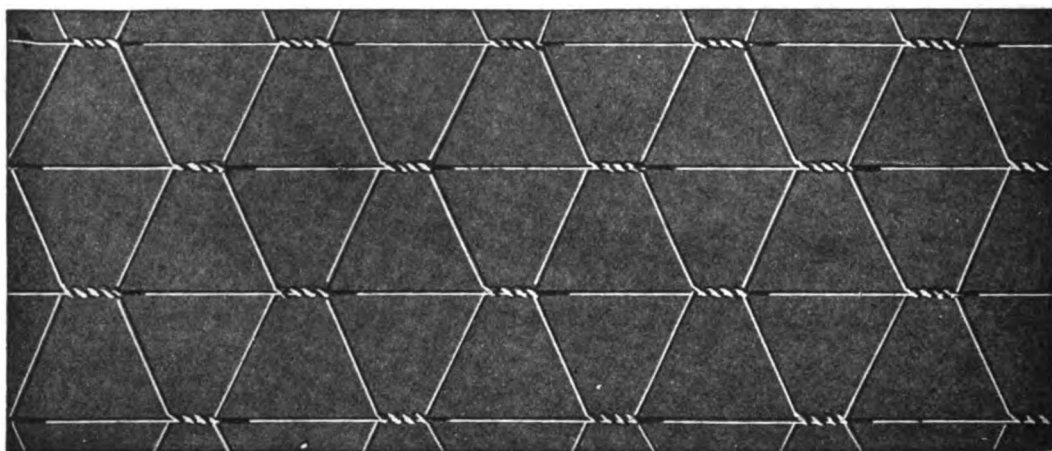


FREE

Here is the new Counter Display on Cannon Ball Barn Door Hangers—it is a real working model and shows the features better than any amount of verbal description. Comes to you without cost on our new combination deal. Write for particulars.



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

Several Good Points to Remember—

The earliest "CAST" IRON PIPE is today in service, and is as good as new. This cannot be said of any other pipe.

"CAST" IRON SOIL PIPE in all house-drainage is the most economical.

"CAST" IRON SOIL PIPE has an unequalled record for sanitary service.

"CAST" IRON SOIL PIPE gives permanent and unfailing service.

"CAST" IRON SOIL PIPE no matter where installed lasts longer than the building—any building.

Specifications and illustrated literature will be mailed upon request by any or all of the following independent and competing makers of Cast Iron Soil Pipe and Fittings

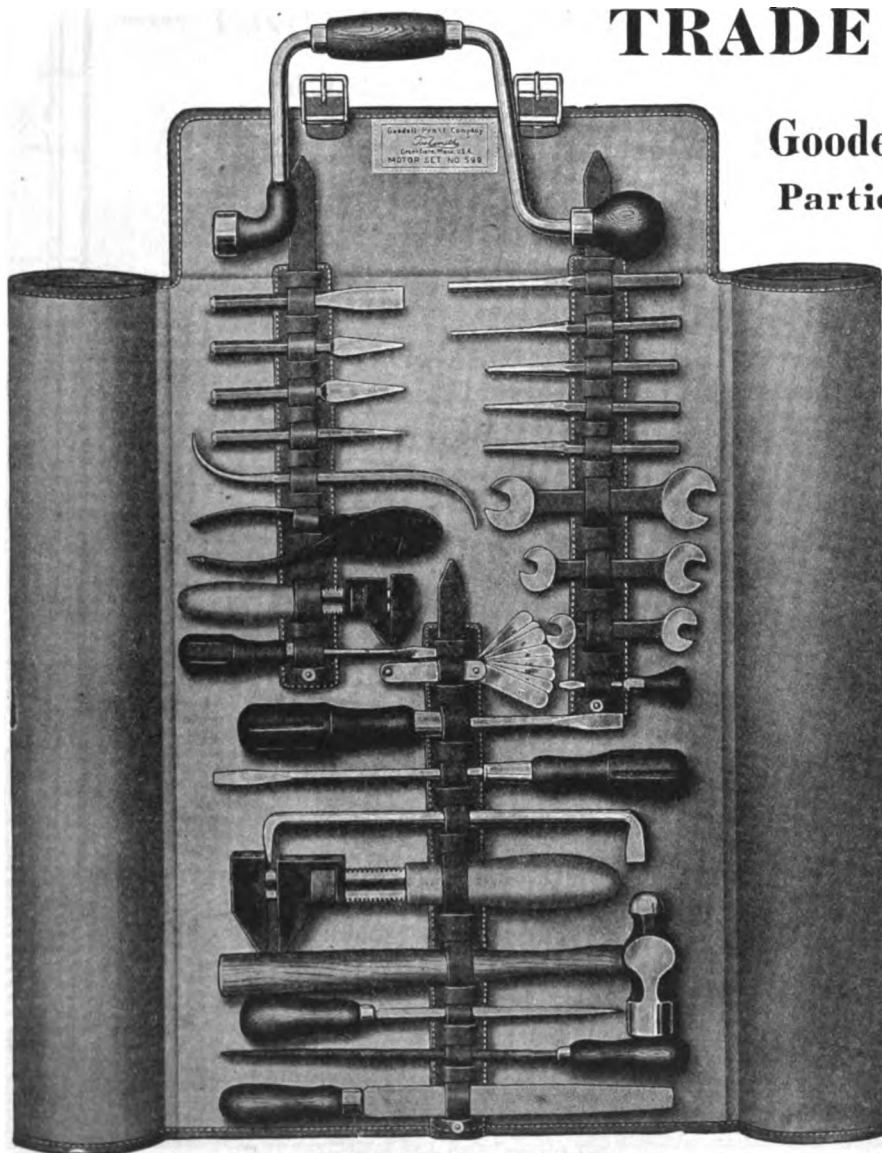
Union Foundry Co.....Anniston, Ala.
Weiskittel & Son Co., A.....Baltimore, Md.
Wetter Mfg. Co., H.....Memphis, Tenn.
Abendroth Brothers.....Port Chester, N. Y.
Alabama Pipe & Foundry Co...Anniston, Ala.
American Foundry & Pipe Co...Penna Sta., Pa.
Anniston Foundry Co.....Anniston, Ala.
Bessemer Soil Pipe Co.....Bessemer, Ala.
Campbell Mfg. Co.....Gadsden, Ala.
Casey-Hedges Co., The....Chattanooga, Tenn.
Central Foundry Co.....New York, N. Y.
Charlotte Pipe & F'dry Co...Charlotte, N. C.
Coosa Pipe & Foundry Co...Birmingham, Ala.
Crown Pipe & Foundry Co....Jackson, Ohio

Gadsden Pipe Co.....Gadsden, Ala.
Haines, Jones & Cadbury Co. .Philadelphia, Pa.
Johnson Co., J. D.....New York, N. Y.
Krupp Foundry Co.....Landsdale, Pa.
Medina Foundry Co.....Medina, N. Y.
Nat'l F'dry Co., N. Y., Inc..Brooklyn, N. Y.
National Pipe & Foundry Co....Attalia, Ala.
Reading Foundry & Supply Co..Reading, Pa.
Salem Brass & Iron Mfg. Co....Salem, N. J.
Sanitary Co. of America.....Linfield, Pa.
Somerville Iron Works.....New York, N. Y.
Standard Foundry Co.....Anniston, Ala.
Superior Mfg. Co.....Bessemer, Ala.



**GOODELL
PRATT**
1500 GOOD TOOLS

DON'T NEGLECT THE MOTOR TRADE



MOTOR SET No. 599, \$16.00

Goodell-Pratt Tools Particularly Adapted to Motor Car Maintenance

Motor Sets
Socket Wrench Sets
Rim Wrenches
Adjustable Wrenches
Screw Drivers
Hack Saws
Valve Grinders
Bearing Scrapers
Hand Drills
Breast Drills
Bench Vises
Bench Grinders
Bench Drills

Tool Book No. 13
contains information
about these and the
rest of the
"1500 Good Tools"

Goodell-Pratt Company

Greenfield

Toolsmiths

Mass., U. S. A.



Big Game Hunters Want This Gun

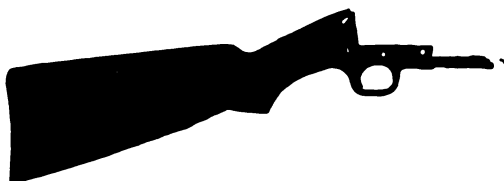


Remington **UMC**

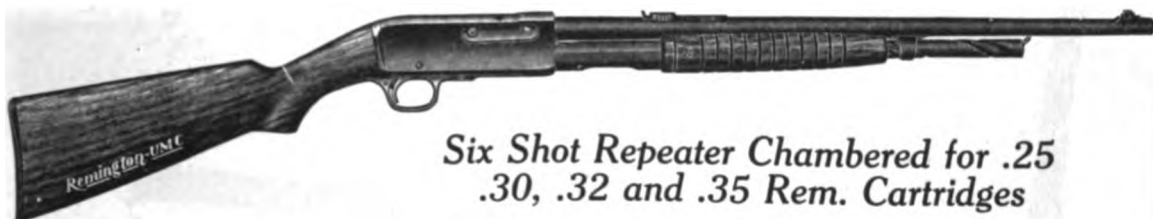
High Power Sporting Rifle



Measures
27½ Inches
Taken Down



Measures
40½ Inches
Overall



*Six Shot Repeater Chambered for .25
.30, .32 and .35 Rem. Cartridges*

More About the Gun

The Remington UMC High Power Sporting Rifle holds a leading place in the estimation of sportsmen because of its many outstanding features.

The slide action permits the shooter to hold the gun close on the game with the slightest possible deviation. This is a factor more important in big game hunting than in any other branch of the shooting sport where rapidity and accuracy of fire are essential to safety.

The solid breech is a wall of steel that protects the shooter against "blowbacks," carries all the smoke and gases away from the face and prevents the entrance of rain, snow and dirt into the mechanism.

Attractive lines, balance, simplicity, safety and accuracy combine to make this famous Remington rifle a distinctive arm for the hunter who goes after the largest game found on this continent.

How and Where to Sell It

This rifle was brought out in response to repeated requests from sportsmen in every part of the country. Big game hunters wanted a high power repeating rifle that embodied the famous Remington UMC slide-operating repeating mechanism.

The demand for an arm of this kind is apparent. In every locality there are hunters who will use only a slide action rifle for big game. Shooters just entering the big game class are easily impressed with the superiority of a rifle of this type and especially when it has the Remington name stamped upon it.

Sell the keenest hunter in your community a Remington High Power Slide Action Rifle. The satisfaction he will obtain from his gun in actual use will do more to stimulate sales among this man's shooter friends than all the talking either you or we can do.

ORDER FROM YOUR JOBBER

Send to Us for No. 14 Rifle Folders

The Remington Arms Union Metallic Cartridge Company, Inc.
Woolworth Building, New York City

Form 1204

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | DM |
| Day Letter | DL |
| Night Message | NM |
| Night Letter | NL |

WESTERN UNION
TELEGRAM

NEWCOMB CARLTON, PRESIDENT
GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

112 GRAND AVE. PORTLAND, ORE.

RECEIVED AT
FA44PO RU 10
ORANGE COVE CALIF 1155A NOV 20 1917

R. M. WADE AND CO
46
PORTLAND ORE

ONE WADE PORTABLE DRAG SAW BY EXPRESS AT ONCE
WRAITH AND SCORSUR
1232PM

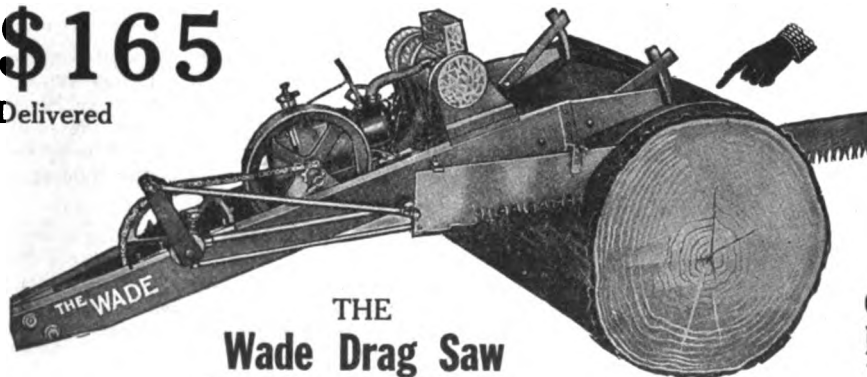
Handwritten signature: *WKS*

Retail Price

\$165

Delivered

Here's a Real Live Seller!



THE
Wade Drag Saw
Cuts Over 20 Cords a Day

The Wade Saw is the liveliest possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

**Get Our
Dealer
Proposition**

Oldest and largest independent wholesalers of Farm Machinery in the Northwest

R. M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.
322 HAWTHORNE AVENUE, PORTLAND, OREGON
910 N. HOWARD STREET, SPOKANE, WASHINGTON

52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines

Your Customers Will Prefer the *Best Advertised* Stumping Powder



Large space advertisements of Giant Farm Powders appear throughout the buying season in *all* of the 18 farm papers and in many of the large newspapers published in the Pacific Coast States. Every week these advertisements reach *more than 590,000* farmers and others who have stumps to blast, trees to plant, etc. No other explosive is advertised so heavily in *your* selling territory.

You can increase your sales by taking orders for

GIANT FARM POWDERS

STUMPING — AGRICULTURAL

We will help you by telling consumers to buy from you. We will also help you by furnishing instructive books on blasting for you to give to your trade, by sending you store signs, fence signs, etc., and by supplying newspaper electrotypes.

You need not carry Giant Farm Powders in stock. We will arrange to have shipments made promptly from our nearest magazine.

Remember that Giant Farm Powders are the only genuine "Giant Powders" for agricultural use. They are made in the West especially to suit *Western* farm conditions. Farmers who have used them will have no other make, because Giant Farm Powders go further and do their work cheaper and better.

**Get this book; it means
more profits for you**

Mail the coupon for our valuable big book, "Helping the Retailer Sell Giant Farm Powders." It tells the many

ways we will help you to build up a profitable business in Giant Farm Powders. No matter what explosives you are selling now, we will show you how you can benefit from Giant sales co-operation.

Tear out the coupon or write a letter now, before you turn the page.

The Giant Powder Co., Con., 227 First Natl. Bank Bldg., San Francisco, Cal.

Send us your book, "Helping the Retailer Sell Giant Farm Powders."

Firm Name _____

Address _____

A few of the 40 Giant
• advertisements now
appearing in farm papers

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

GEO. A. LOWE COMPANY
Pocatello, Idaho
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

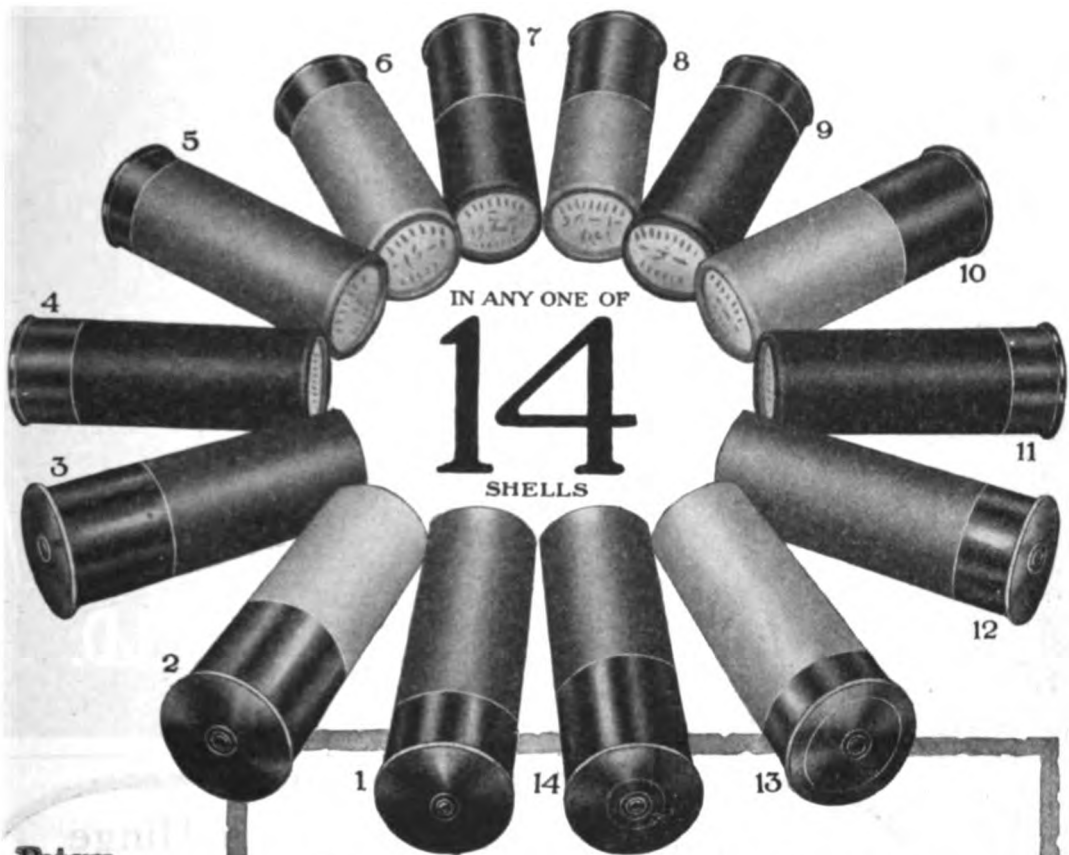
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK



Peters
HIGH GUN
IDEAL
PREMIER
TARGET

Remington-UMC
ARROW
NITRO CLUB

SELBY LOADS
CHALLENGE GRADE
SUPERIOR GRADE

US BLACK SHELLS
AJAX
CLIMAX

Western
FIELD
RECORD

WINCHESTER
REPEATER
LEADER

Your Customers' Favorite

It is certainly one of the 14 shells named in the column to the left. These are the standard makes of loaded shotgun shells. You can obtain them loaded with a Hercules Smokeless Shotgun Powder, by specifying the powder when you order the shells. Experienced sportsmen know that

HERCULES
Smokeless Shotgun
POWDERS
INFALLIBLE "E.C."

can be depended upon under all conditions, at the traps or in the field. These powders are absolutely uniform in quality, give high velocity, even pattern and light recoil.

Look for the name Infalible or

"E.C." on the outside of the box in which you buy your shells, or on the top wad of the shell itself. Specify on your order for shells that you want them loaded with a Hercules Powder, Infalible or "E.C."



HERCULES POWDER CO.
1025 Chronicle Building
San Francisco California



Absolutely

The merit of a product is attested by the demand.
The volume of demand is evidenced by the size of the works.
And when the works, steadily increasing, year after year
attain immense proportions—

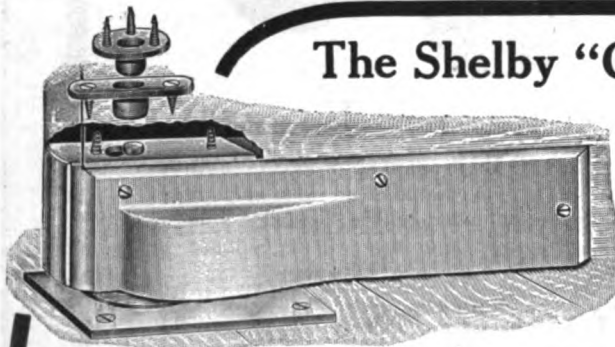
THEN is conclusively demonstrated the continued and
absolute confidence of a vast army of users in the
excellence, worth and reliability of the goods.



HENRY DISSTON & SONS, INC.
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA.



THE LARGEST IN THE WORLD.



The Shelby "CHIEF" Floor Hinge

With Improved Pivot and Socket

*"The hinge without woes,
As the wise buyer knows."*

The attractive features about the Shelby Chief Double-Acting, Ball-Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card will bring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.

SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

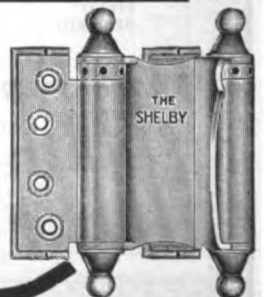
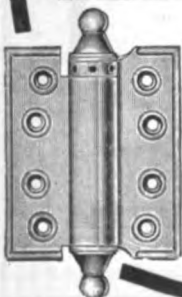
They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co.
Los Angeles, Calif.

D. L. Herman
Seattle, Washington





Has this message reached you yet?

It introduces a brand new group of customers—a new source of profits

THERE'S a copy of it for every sporting goods and hardware dealer in the United States—the Winchester Junior Rifle Corps Plan.

This plan we have mailed to our full list of dealers. If, by any chance, you have not received your copy, write for it. Here's a business-building plan you can't afford to miss. It gives complete facts about a nation-wide movement that opens to you a vast and profitable new market—the market of America's red-blooded boys—19,000,000 of them.

What the W. J. R. C. Means

The W. J. R. C. was founded for the express purpose of raising the standard of marksmanship among America's boys and girls, and familiarizing them with the safe, intelligent use of firearms. Its growth has been truly remarkable. Today thousands of young people are competing for the famous Winchester Marksman and Sharpshooter medals.

This is the way the W. J. R. C.

works. Free certificates of membership and official buttons are issued. When a member has proved his skill on an authorized target, a diploma and one of the famous Winchester medals are awarded. In this manner a genuine enthusiasm for target shooting is being fostered that is bound to stimulate sales of .22 Winchesters and ammunition in every city and village in the United States.



Marksman Medal and Sharpshooter Medal Awarded W. J. R. C. Members Who Earn Them in Target Contests

How You Can Co-Operate With Profit

We want active, progressive dealers in every town to act as local representatives—to super-

vise the activities of the W. J. R. C., sign targets and present medals. This requires but little attention, but it means a big amount of extra profits for your house. When you read the W. J. R. C. Plan, you'll see just how your business can be increased.

This circular shows what other dealers think of the W. J. R. C. movement, and the results they have obtained. Points out what you can make it do for you. It shows also how your advertising in leading boys' periodicals will send the boys to your store. It shows you how you can establish your store as Winchester headquarters in your town.

Get in on this profitable movement today. If you have not received your copy of the plan, tear out this coupon and mail it. You will find it well worth your while.

WINCHESTER REPEATING ARMS CO.

Dept. 000 New Haven, Conn.

Winchester Repeating Arms Co.
Dept. 000 New Haven, Conn.

Gentlemen: I have not received my copy of the W. J. R. C. Plan. Please send it by return mail.

Name

Street

City..... State.....

WINCHESTER

World Standard Guns and Ammunition

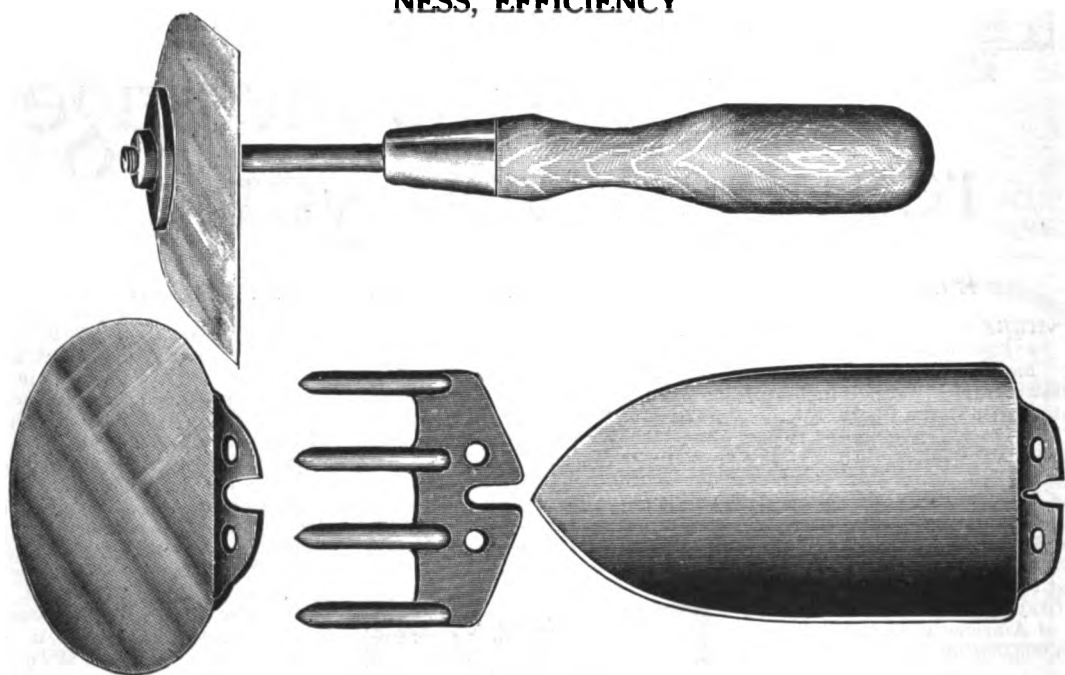
GOOD PROFIT—BIG DEMAND

Unique Garden Tools

**Combination Trowel, Hoe, Weeder and Turf Trimmer
Attachable to One Common Handle by
Simple Twist of the Wrist**

Made of Finest Steel

**A BRAND NEW IDEA IN GARDEN TOOLS, COMBINING COMPACT-
NESS, EFFICIENCY**



**It Will Pay You to Stock These Tools Now. They Satisfy and Build Up Your
Trade, Bringing a Good Profit to You**

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

W. P. HORN CO., Pacific Coast Representatives
Los Angeles Rialto Building, San Francisco, Cal. Portland

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK

| | | | | | | | | | | |
|---|-----------------------------|-----------------|------------|---------------|------------|--|---|----------------|-------|------------|
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="text-align: center;">CLASS OF SERVICE (OPTIONAL)</td></tr> <tr><td>Pay Day Message</td></tr> <tr><td>Day Letter</td></tr> <tr><td>Night Message</td></tr> <tr><td>Day Letter</td></tr> </table> <p style="font-size: small;">Messages should reach us 4 hours before the time shown on the back of the message card. All messages are subject to our regulations.</p> | CLASS OF SERVICE (OPTIONAL) | Pay Day Message | Day Letter | Night Message | Day Letter | <h2 style="margin: 0;">WESTERN UNION</h2> <h2 style="margin: 0;">TELEGRAM</h2> <p style="font-size: x-small; margin: 0;">NEWSCOMER GAILTON, PRESIDENT GEORGE W. E. ATHERS, FIRST VICE-PRESIDENT</p> | <p style="text-align: right; font-size: x-small;">Form 1235</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="height: 20px;">Customer's No.</td></tr> <tr><td style="height: 20px;">Class</td></tr> <tr><td style="height: 20px;">Time Filed</td></tr> </table> | Customer's No. | Class | Time Filed |
| CLASS OF SERVICE (OPTIONAL) | | | | | | | | | | |
| Pay Day Message | | | | | | | | | | |
| Day Letter | | | | | | | | | | |
| Night Message | | | | | | | | | | |
| Day Letter | | | | | | | | | | |
| Customer's No. | | | | | | | | | | |
| Class | | | | | | | | | | |
| Time Filed | | | | | | | | | | |

Send the following telegram, subject to the terms on back hereof, which are hereby agreed to

January 4, 1918

To Users of National Cash Register Equipment in America

Have you found that the installation of National Cash Register equipment has assisted you in carrying out the Government's recommendation for the conservation of labor, in deliveries, clerk hire, auditing, etc.? Your experience will be valuable to other merchants. Will you please wire me fully at my expense regarding this so that we may pass it on to them?

THE NATIONAL CASH REGISTER CO.,
John E. Patterson, Pres.

What American Business Thinks of N. C. R. Service in War Time

As an aid to compliance with the Government's request for the conservation of man power and motive power, the N. C. R. System has received a striking endorsement from American business.

The following excerpts from the hundreds of replies to the above telegram are from department stores, five, ten and twenty-five cent stores, druggists, stationers, grocers, hardware merchants and many more lines of business.

"We recommend National Cash Registers to any who wish to conserve."

"Cash registers save in auditing and cashier service."

"National Cash Registers and Electric Credit System cause customers to carry packages instead of asking for delivery."

"We recommend the cash register system to every merchant who desires efficiency and economical service in his store."

"The cash register gives correct records and is a great labor saver."

"Without registers we could not handle the business with present force."

"Your cash register has been a great help in systematizing our reports and records."

"Your product is essential to the conduct of our business."

"Cash registers speed up service to customers."

For further information fill out the coupon and mail it today.

Whatever your business, the N. C. R. System will help to put it on a war-time efficiency basis.

Dept. 13704

National Cash Register Company, Dayton, Ohio

Please give me full particulars regarding your up-to-date system for a Hardware Store.

Name

Address



Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

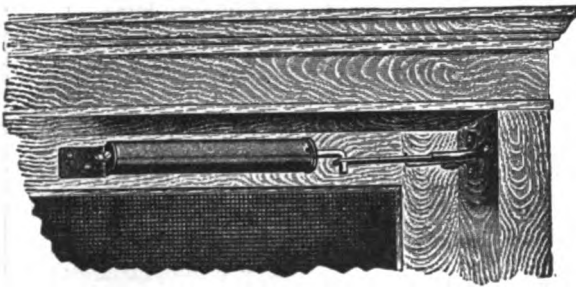
There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



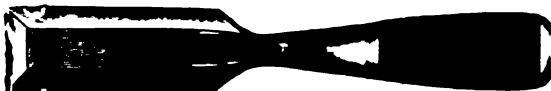
Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



Stanley Tools



Stanley "EVERLASTING" Chisels

**STRONGEST — FASTEST —
MOST DURABLE CHISELS
MANUFACTURED**

**Blade, Shank and Head One
Piece of Steel. Exceptionally
Well Made and Highly
Finished**

May Be Had Singly or in Sets

**Packed in Canvas Rolls
or**

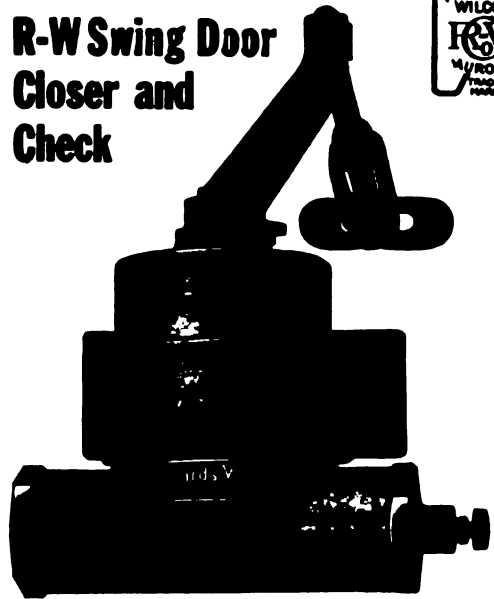
Fancy Hardwood Boxes

Made in all Standard Sizes

Special Circular Upon Request

**STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.**

R-W Swing Door Closer and Check



Every Building in Your Community Needs From Several to Several Hundred

The R-W Swing Door Closer and Check meets particular favor among users because—

It is scientifically adapted to the use for which it is bought.

Spring cannot be overwound.

Liquid occupies separate chamber from spring mechanism which prevents leakage of oil.

Adapted to right or left hand swing doors.

Simple and effective spring adjustment.

All parts machined to a perfect fit and are interchangeable.

Made in six sizes for various weights of doors.

Regularly finished in gold bronzo. Finished in silver bronzo or ivory black without additional charge. Prices for other finishes on application.

Fitted with soffit, flush or corner bracket, or furnished without bracket.

No. 643 Door Closer and Check is a worthy unit of the R-W line and conforms in every respect to the high character established by Richards-Wilcox products. It will sell itself in your community if you give it a start.

Write for folder giving complete description and prices. Sent without obligation.

Richards-Wilcox Manufacturing Co

NEW BRITAIN
CONN.
U.S.A.

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.

"A hanger for any door that slides"

PHILADELPHIA
PENNSYLVANIA
U.S.A.

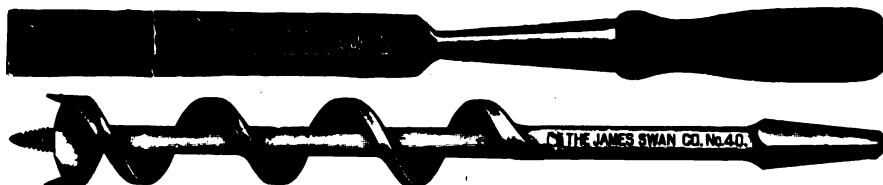
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE
SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works
Boston, Massachusetts

"Easy Emptying" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Hdw. Co. Pacific Hdw. & Steel Co.
Falling-McCalman Co. The Schaw-Batcher Co.
Honeyman Hdw. Co. Schwabacher Hdw. Co.
Kelley-Mason Hdw. Co. Seattle Hardware Co.
Marshall-Wells Hdw. Co. The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.
Keffman Hdw. Co.

The Specialty Mfg. Co.
St. Paul, Minn., U. S. A.



The Milbradt Power Lawn Mower

*Absolutely Reliable
Operation Simple and Economical*

**Valuable Improvements Have Been Made on THE
1918 MILBRADT POWER LAWN MOWER**

The Gearless Differential adopted prevents all slippage of rollers. Climbs steeper grades and works over the roughest ground.

The Separate Clutch automatically engages or releases cutting cylinder with the raising and lowering of the same.

New machine cuts 38 inches wide at twice the speed of a horse. Cuts high or low grass or weeds.

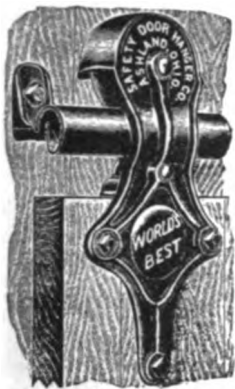
A perfect Power Lawn Mower that will cut close and clean, quickly and economically. Simple in construction and operation.

We will ship subject to approval and guarantee to be satisfactory in every respect.

*Send for Descriptive Circular
and Price*

MILBRADT MFG. CO.

2414 North Tenth Street, St. Louis, Mo



**YOU ARE RIGHT IN
RECOMMENDING**

**"WORLD'S BEST"
IN NAME AND FACT**

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Hardest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the **World's Best Hangers** so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. W. & F. W. JONAS, Rialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives

The Bridgeport Hdw. Mfg. Corp.

BRIDGEPORT, CONN.

Matchless Screw Drivers
Tempered Blade Runs Clear Through the Handle.
Rubberoid Finished Handles.



| | |
|---------------------------------------|------------------------------|
| No. 93 Mechanics' Square | 2 to 12 inches |
| No. 94 Mechanics' Round | 3 to 12 inches |
| No. 95 Electricians' Round, Insulated | 12 inches |
| No. 96 Cabinet Round | 3-16x2 1/4 to 12 1/4 inches |
| No. 97 Machinists' Square | 1/4x2 1/2, 3/8, 1/2, 5/8 in. |
| No. 970 Machinists' Round | 1/4x1 1/4 inches |
| No. 99 Baby Round | 3-16x1 1/4 inches |

Hercules Knife Handle Screw Driver

Forged Steel Handle Plate, High Carbon Steel Tempered Blade, Hardwood Handle



| | |
|---------------|-------------------|
| No. 102 Round | 2 to 12 inches |
| No. 12 Square | 7-16x1 1/4 inches |

Challenge Plain Handle Screw Driver Red Varnished Handle



Full Tempered Blade

| | |
|----------------------|------------------------|
| No. 32 Mechanics' | 2 to 12 inches |
| No. 34 Cabinet | 3 1/4 to 12 1/4 inches |
| No. 36 Electricians' | 2 1/4 to 12 1/4 inches |
| No. 37 | 3-16x1 1/4 inches |

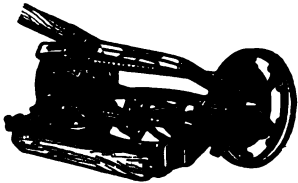
Write your Jobber for prices.

C. W. GAUSE CO.
Western Sales Agents
693 Mission Street, San
Francisco, Cal.

J. C. McCARTY
Eastern Sales Agents
New York City, N. Y.



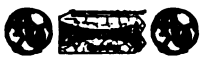
WE are sending
a package of
counter literature,
booklets, hangers



and trade
aids to
EVERY
dealer we

know of who
has stocked
any of the
"PENNSYLVANIA"
Quality brand of
lawn mowers.

If you have not
received yours,
please notify us,
stating the
brands carried
and from whom
purchased.



Look for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers.

"Pennsylvania"
"Pennsylvania Jr."
"Pennsylvania Golf"
"Pennsylvania Putt-
ing Greens Mower"
"Continental"
"Great American
E. B."
"Shock Absorber"
"Quaker City"
"Red Cloud E. B."
"Orchid E. B."
"Daisy"
"New Belmont"
"Bellevue"
"Panama"
"Delta E. B."
"Electra"
"Pennsylvania
Fony"
"Pennsylvania
Horse"
"Pennsylvania Grand
Horse"
"Pennsylvania Trio
Horse"—86-inch
cut

PENNSYLVANIA LAWN MOWER WORKS

INCORPORATED
JOHN BRAUN & SONS
FOUNDED 1877 PHILADELPHIA



There is a Difference in Rope

There may be very little difference in the appearance of a new rope of one brand and that of another, but if one considers of what a rope is made, how it is made, by whom it is made, where it is made and the reputation of the manufacturer, he will see that there must be a difference. If you will consider all these questions before you place your next rope order — you will decide on

COLUMBIAN

Columbian Rope Company

Auburn "The Cordage City" New York

Branches: New York, Chicago, Boston

1,000,000

DROP FORGED WRENCHES

ALL SIZES AND FINISHES
IN STOCK

THE WHITMAN & BARNES MANUFACTURING CO.

Established 64 Years

GENERAL OFFICES: Akron, Ohio

NEW YORK STORE: 64 Reade Street

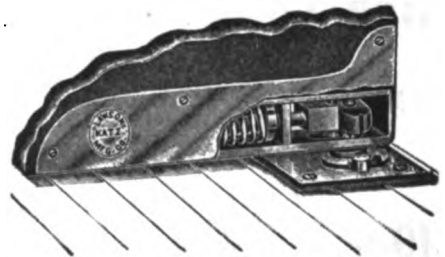
FACTORIES: Akron, Ohio, Chicago, Illinois, St. Catharines, Ont.



Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.



LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct

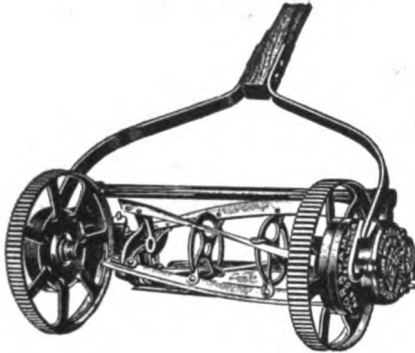
Supplied in Sets

Write for Catalogue

GENUINE "PHILADELPHIA" LAWN MOWERS

THE WORLD'S STANDARD SINCE 1869

Genuine "Philadelphia" Lawn Mowers have never failed to give absolute satisfaction. We

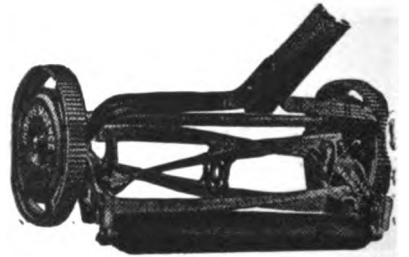


"GRAHAM" and "A" All Steel, Practically Indestructible

employ only highest grade of materials and workmanship to produce the most perfect lawn mowers and some of them have been in commission twenty-five years, which proves they are all that we claim for them.

Now is the opportune time to place orders.

Catalog on request



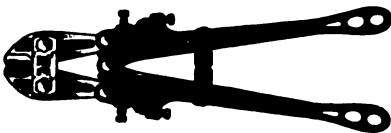
"OVERBROOK" "INDEPENDENCE" ROLLER BEARINGS

More Practical and Far Superior to Old Fashioned Ball Bearings

The PHILADELPHIA LAWN MOWER CO. 31st AND CHESTNUT STS. PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimple & Cox,
L. C. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist

6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



"THE PONY"

IT'S GUARANTEED
SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.

Motor Driven Pumps for Farmers

Every farmer with a private lighting system is a prospect for a Goulds "Hi-Speed" or a Goulds "Pyramid" Pumping outfit. Both are equipped with $\frac{1}{4}$ h. p. 32 volt direct current motors, which are especially adapted to the current generated by farm lighting systems. Also, they are furnished in various other motor driven and engine driven outfits. The "Hi-Speed"—a new pump—is a marvel. It operates at 500 revolutions per minute. It is simple in construction; few parts to wear—no gears to grind. It is actually noiseless. When driven by motor, only the slight hum of the motor can be heard 10 feet away. It is self oiling. And most important of all this "Hi-Speed" Pump is the same high quality which has characterized Goulds Pumps since 1848. Yet the price is much less than that of any other pump approaching it in serviceability and general attractiveness, a result of its remarkably unique, simple, original design.



HI-SPEED

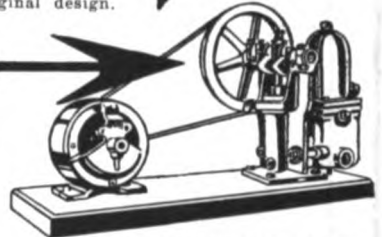
YOU CAN BUILD 13 STYLES FROM ONE OUTFIT WITH EXTRA PARTS

The component parts of each style are interchangeable with the corresponding parts of each of the other styles; you need to keep on hand only one outfit and a stock of extra parts—a great dealer proposition.



GOULDS "PYRAMID" PUMP
Form "Q" Drive—geared to 1-4 h. p. 32 volt direct current motor. Capacity of 6 gallons per minute against 100 feet of elevation.

Goulds "Pyramid" Pumps have been recognized for many years as leaders among small pumps for private water-supply systems. Figure 1531 "Pyramid" Pump, geared to $\frac{1}{4}$ h. p. electric motor, form "Q" drive (shown at the left), has a capacity of 6 gallons per minute against 100 feet elevation. It is adapted to either elevated or pneumatic tank water-supply systems. This "Pyramid" Pump has many exclusive patented features not found in any other small-capacity pump. It is a typical Goulds product—high quality in every respect and guaranteed to do the work for which it is recommended.



GOULDS "HI-SPEED" PUMP

Equipped with 1-4 h. p. 1750 r. p. m., 32 volt direct current motor. 2 Outfits—"E" and "F"—have a capacity of 6 gallons per minute. 2 Outfits—"H" and "L"—have a capacity of 3 gallons per minute. Both Outfits lift to an elevation of 100 feet.

Write today for details and prices on both the "Hi-Speed" and the "Pyramid"

The Goulds Manufacturing Company
Main Office and Works Seneca Falls, N. Y.

| | | | |
|---------------------------|------------------------|----------------------|------------------|
| New York | Boston | Chicago | Philadelphia |
| 16 Murray St. | 58 Pearl St. | 12-14 S. Clinton St. | 111 N. Third St. |
| Pittsburgh | Atlanta | Houston | |
| 436 Henry W. Oliver Bldg. | 2d National Bank Bldg. | 1000 Carter Bldg. | |

**Sold by All
Leading Jobbing and Supply Houses**



Made Only by
G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Corner, 693 Mission St., San Francisco, Pacific Coast Representative

Buy a

SAMSON or ROWELL

Railway Car Mover

And Have a

LITTLE SWITCH ENGINE

OF

YOUR OWN

PRICE EACH, \$5.00



GARDENS — GARDENS — GARDENS

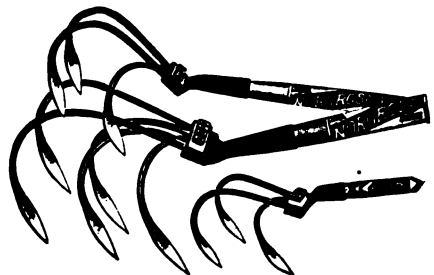
Never—were there so many people engaged in Gardening.

Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders. Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Clover Leaf Manila Rope

Nothing Better



Trade Mark

PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. BUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA **PORTLAND, OREGON**

GOODS SOLD TO THE TRADE ONLY

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strevell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets



NOW IS THE TIME TO ORDER
YOUR SPRING
... STOCK OF...

Garden Tools



Poultry Netting



Lawn Mowers



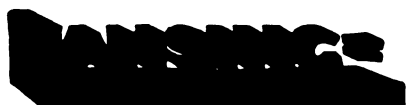
**Pruning Shears
and Saws**



CONTRACTORS IN YOUR
OWN TOWN USE THIS BAR-
ROW.

ARE YOU SUPPLYING
THEM? ASK FOR PRICES.

WAREHOUSE TRUCKS, CASTERS,
CONCRETE MIXERS, SCRAPERS,
HAND CARTS, FIBRE WHEELS,
MILK CARTS, ETC., ETC.



338-348 Brannan St. near 2nd
SAN FRANCISCO, CAL.

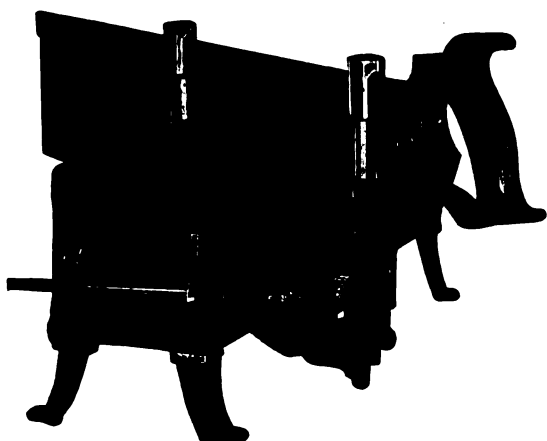
Here's the Sprinkler that's
in Big Demand



**THOMPSON'S
IMPROVED TWIN LAWN SPRINKLER**

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES



The MARSH-AYER MITRE BOX is Recognized as the Best

WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

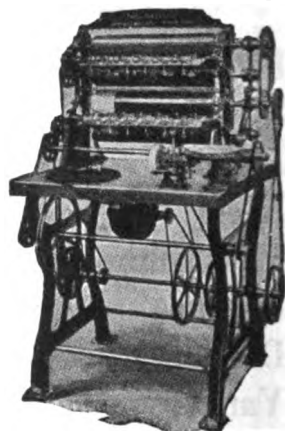
Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Turnbull & Cox.....Denver, Colorado

Shaving and Saving

Our Government is preaching SAVING—most men are practising it by SHAVING—shaving themselves. The majority use safety razors and buy extra blades.

At the low price asked for sharpening blades men won't bother with troublesome sharpening devices. That's why a

HATFIELD Grinding MACHINE



is a good investment for stores that sell razors and shaving accessories. It keeps men coming to your store.

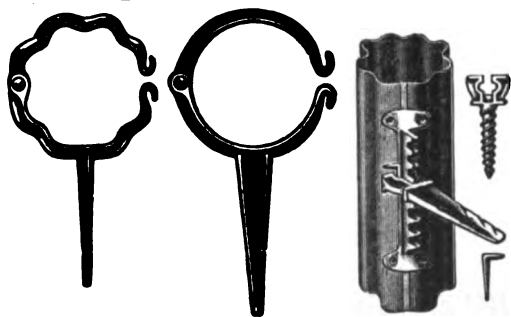
The Hatfield sharpens every one of the 300 different makes of safety razor blades at the rate of twelve blades in five minutes.

We have compiled a booklet which tells all about this wonderful machine and shows the actual profits that dealers are making with it.

You'll find it of real interest.

HYFIELD MFG. COMPANY
21 WALKER ST., NEW YORK CITY

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG AND PRICES

MADE BY

BERGER BROS. CO.
Office: 229-231 Arch Street
Store: 237 Arch Street
Warerooms and Factory:
100-114 Broad Street
PHILADELPHIA
Manufacturers Tinnern'
and Roofers' Supplies



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-OO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918



McCAFFREY
FILE CO.
PHILADELPHIA

Established 1863

"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."



V & B NUT PLIER

Designed for use on Nuts and Bolts. Will not mash the Nuts.

Number 200, Assortment—Contains two Number 3 and four Number 5 Pliers.

Number 3—6 inches long. Holds Nuts 3-16" to 5/8" outside measurement.

Number 5—7 inches long. Holds Nuts 7-16" to 1" outside measurement.

Packed 1/2 dozen in a box. This is one of the most popular tools we have ever manufactured. For sale by all jobbers.

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools CHICAGO

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Bars **Fellow Plates**
Sheared and Punched Plates


PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives,
HUGHSON & KINGTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

ONLY BOMMER

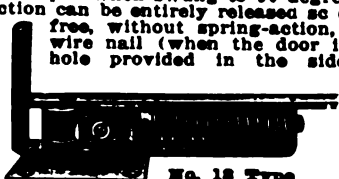
DOUBLE ACTING SPRING BUTT HINGES



have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.

Bommer Floor Surface Spring Hinge
Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 18 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

STIMPSON SHEET BRASS

WIRE - BRASS - COPPER

SHEET COPPER

ROLL BRASS, HOOP BRASS, BRASS
SIGN BRASS, SPRING BRASS, BRASS
BRASS ANGLES AND CHANNELS.
BRASS, COPPER AND SILVER WIRE
TUBING ROUND AND SQUARE BAR-ROLL

EDWIN B. STIMPSON
COMPANY
BROOKLYN, N.Y.

BRASS
COPPER
SHEET-ROD

AN
UNEQUALLED
ASSORTMENT
FOR
HARDWARE
STOCK

In every race there's a "CHALLENGE" a "RIVAL" and a "BANNER"

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT

LUFKIN TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO. SAGINAW, MICHIGAN
100 Lafayette St., N. Y.
Send for Catalogue

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE

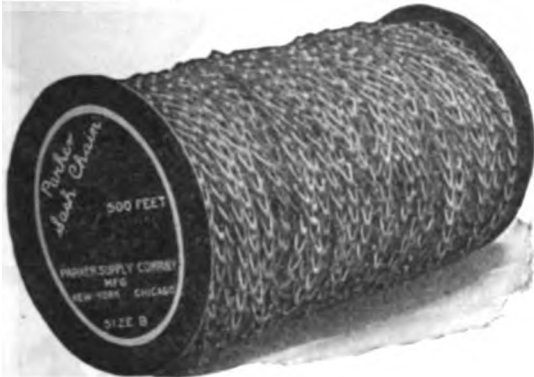
WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 98 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.



PARKER SASH CHAIN



has gained favor amongst users because—
The links are punched lengthwise with the grain, thus realizing the tensile strength. By this method, the fracture which is liable to occur by punching the links across the grain, is eliminated.

WRITE FOR SAMPLE CARD AND PRICES

PARKER SUPPLY CO.
MANUFACTURERS

784 East 135th St.

New York

THIS IS NO FREE OFFER OF WILLIAMS SUPERIOR DROP-FORGED WRENCHES



You Buy
the
Wrenches

We Provide the
Display Boards

**"SILENT
SALESMAN"
A**

Automobile
Selection—
Length, 54"
96 Wrenches

**"SILENT
SALESMAN"
B**

General Hard-
ware and
Machine Shop
Selection—
Length, 54"
120 Wrenches



J. H. WILLIAMS & CO.

"THE WRENCH PEOPLE"

60 S. Clinton St., Chicago

60 Richards St., Brooklyn, N. Y.



The ORNAMENTAL IRON FENCES
of Handsome Manor Grounds, Cemeteries,
Parks, Etc., Are Protected by

**Dixon's Silica
Graphite Paint**

which is both an ornamental paint, and the
lowest-cost-per-year paint, because it lasts longer.
The paint for the dealer, jobber and mill supply
house to recommend and thus best please the
customer. Made in first quality only for over
fifty years.

Write us for booklet 230-B.

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Company

Established 1827



Service for the User Business for the Dealer

In selling Sturges Milk Cans you have one big point of superiority which good dairymen do not overlook. Each Sturges Can is built with
Guaranteed Capacity
Saves time and work for the dairyman. Sturges Cans sell quickly—and hold the better class of trade—and bring better profits to the dealer. Write for catalog No. 23X
STURGES & BURN MFG. CO.
Established 1865

CHICAGO - - ILLINOIS



Quick Shipments
Made from
Pacific Coast
Warehouses



**Sturges
Milk Cans**

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO.

359-365 Monadnock Building

SAN FRANCISCO

Shipped from Mill or San Francisco Stock

A. C. RULOFSON CO.

Sales Managers



YOU CAN READILY SELL

"Dick Smith" Self-Feed Nail Stripper



To Fruit Growers, Box Makers, Cannery Packers and Mechanics

Will save time and money in your own packing department.

Best Construction—11-64 Bessemer rod 107 coke tin. Lock corner sugar pine box.

Fastest—Self-feeding. No time lost in keeping full. **Most Economical**—Adjustable. Works nails from 2d to 10d equally well.

Strongest—Put together in a way to insure durability.

Handiest—Light weight. Only 10 pounds. Closes like a suit-case.

Write for prices and full information.

DICK SMITH, 1738 West 51st Place, Los Angeles, California

OR ANY WESTERN JOBBER

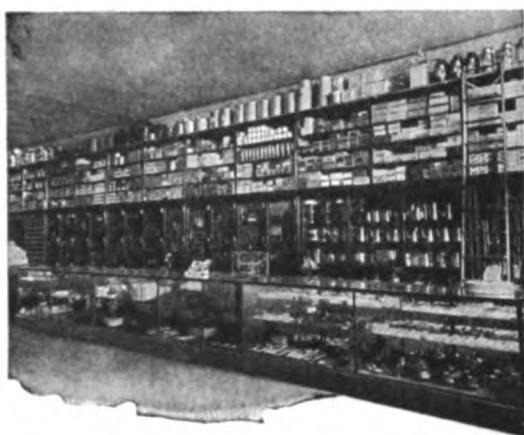
Hodell

FLAT LINK CHAIN

Note the smooth rounded edges and perfect finish of this piece of Hodell Chain. Compare it with ordinary stamped link chain with its ragged edges and rough finish. No wonder the customer always picks Hodell Chain in preference to the old type. No wonder Hodell is the most popular and biggest selling flat link chain on the market.

It will help you build up your chain business. Write for samples and our dealer proposition

The Cleveland Galvanizing Works Co.
Cleveland, O.
San Francisco
Los Angeles
Seattle
New York City

Quality or Price?

Before purchasing Hardware Store Fixtures be sure you are right—then buy.

Do not let price alone be the inducement.

Remember there's just as big a chance to skimp and deceive in the quality of store fixtures as there is in any line of merchandise—so be sure you are right, first as to quality—then price.

'Duluth' Sectional Hardware Store Equipment is the best quality that skilled labor and highest grade materials can produce. It pays to buy the best—in the long run it is by far the cheapest.

Write us today for our attractive and interesting new Catalog No. 10C of complete Hardware Store Equipment.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

GILSON GARDEN TOOLS

Quick Sales—Liberal Profits



5 Point Scratch Weeder

GILSON GARDEN TOOLS—Quick Sales—Liberal Profits. —Liberty Adjustable Cultivator-Weeder is an implement of double efficiency which cuts the weeds and cultivates at the same time. The malleable teeth of special design make this possible. Our Scratch Weeder are ideal tools for close work in beds or for greenhouse work. The pointed tines are self-cleaning, and will not clog. Ask your jobber. If he can't furnish information, write us.

J. E. GILSON CO., Port Washington, Wis.

TACKS ^{SMALL} CUT NAILS

Cobblers' Nails, Glacier Points, Etc.

Double-Pointed Tacks and Staples

Send for Illustrated Catalogue, most convenient and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO.

Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William F. Horn, Manager

COLDWELL WALK TYPE MOTOR MOWERS

Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

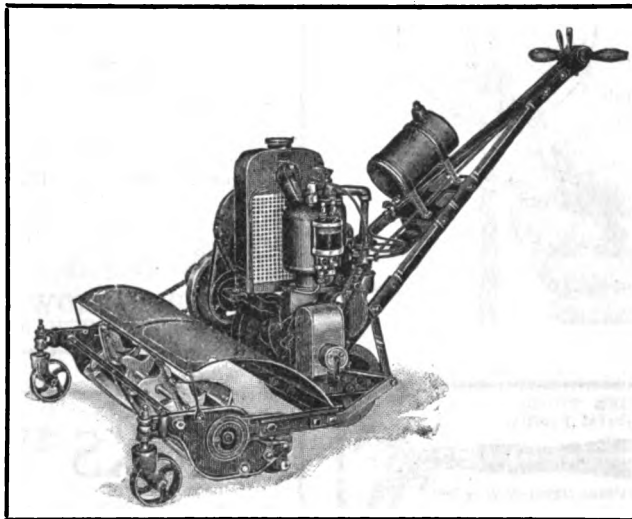
Coldwell Lawn Mower Company

Factory and Offices at Newburgh, New York Chicago Office 62 East Lake St., Chicago

Have You Sold Any of These Motor Lawn Mowers?

EVERY PARK, CEMETERY, PUBLIC SQUARE, GOLF LINKS
OR PRIVATE PLACE IN YOUR TOWN, SHOULD HAVE
ONE OR MORE OF THESE TIME-SAVING LAWN MOWERS

**Fuller
and
Johnson**



**Motor
Lawn
Mowers**

**A Motor Lawn Mower Consisting of a Light Powerful Gasoline Motor
Mounted on a Frame of a Traction Roller and Arranged to Propel
a 25-Inch Lawn Mower Unit.**

**Has a 3½ Horsepower Motor, Single Cylinder, Four Cycle, Water
Cooled, 3-Inch Bore, 3-Inch Stroke, and a Speed of 1200 R. P. M.**

*Write Us for Specifications
and Prices*

Baker, Hamilton & Pacific Company
San Francisco, California

COLT FIREARMS



*"The Proven Best
by Government Test"*

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

Pacific Coast Representative, Phil. B. Bekeart Co., San Francisco

Through All Wars The National Standard

Tried and trusted by
"our boys" in their
heroic defense of our
national honor,

Colt Firearms

are today as they
have been for genera-
tions back, the great
American weapon of
dependability.

The best is none too
good for Uncle Sam
in the field—nor for
the HOME.

Revolvers
Automatic Pistols
Automatic
Machine Guns

CORCO STOVE PIPE

REGD. U.S. PAT. OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Made like this

The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

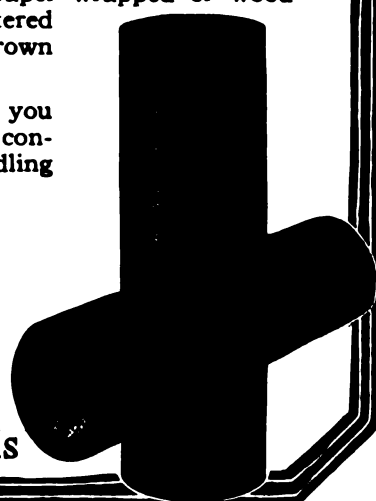
Whitaker - Glessner Company
WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this



PRICE LISTS

THE NORTON DOOR CHECK AND SPRING WITH REGULAR ARMS



Besides the sizes specified for certain size doors it is good judgment to take into account the wind pressure, suction blowers, heating system by forced air, elevator draughts, etc.

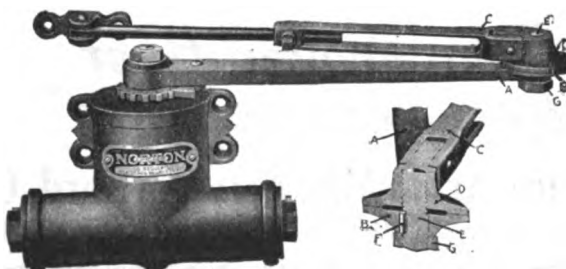
| | |
|--|---------|
| Size A—Suitable for light inside and screen doors..... | \$ 3.50 |
| Size B—Suitable for light inside doors 2 ft. 6 in. wide by 1½ in. thick | 4.25 |
| Size C—Suitable for doors 2 ft. 8 in. wide by 1¾ in. thick..... | 5.00 |
| Size D—Suitable for heavy inside or light outside doors 3 ft. by 7 ft. by 2 in. thick..... | 6.00 |
| Size E—Suitable for heavy outside doors 3 ft. by 8 ft. by 3 in. thick.. | 8.00 |
| Size F—Suitable for extra heavy outside doors..... | 10.00 |

Regular finish—Norton Maroon Bronze. Packed one in a box with screws and wrench.

Checks furnished in Gold, Aluminum or imitation Bower Barff without extra charge.

THE NORTON DOOR CHECK AND SPRING WITH HOLD OPEN ARMS

Arms Made Reversible, Turn Over for Other Hand



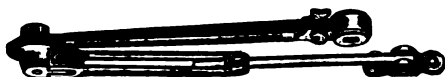
| | |
|--|---------|
| Size A—Suitable for light inside and screen doors..... | \$ 4.00 |
| Size B—Suitable for light inside doors, 2 ft. 6 in. wide by 1½ in. thick | 5.00 |
| Size C—Suitable for doors 2 ft. 8 in. wide by 1¾ in. thick | 6.00 |
| Size D—Suitable for heavy inside or light outside doors 3 ft. by 7 ft. by 2 in. thick..... | 7.00 |
| Size E—Suitable for heavy outside doors 3 ft. by 8 ft. by 3 in. thick..... | 9.50 |
| Size F—Suitable for extra heavy outside doors..... | 12.00 |

Packed one in a box with screws and wrench

Regular Finish Norton Maroon Bronze

Checks furnished in Gold, Aluminum or Imitation Bower Barff without extra charge

THE NORTON HOLD OPEN ARMS ONLY



| | |
|--------------|--------|
| Size A | \$1.50 |
| Size B | 1.75 |
| Size C | 2.00 |
| Size D | 2.25 |
| Size E | 2.50 |
| Size F | 2.75 |

180 DEGREE HOLDER



Special design for Hold Open Arms when doors open 180 degrees. Same price as Regular Hold Open Arms. This 180 degree Holder is used in connection with a Regular set of Arms.

The Tritch Hardware Co.

DENVER

Distributors for Colorado, Wyoming and New Mexico

Meet the Demand
Our advertising in American Boy, Boy's Life, and other influential publications has been telling the parents of thousands of juvenile readers to look for the dealer who handles the

Auto-Wheel Convertible Roadster

If you are not an Auto-Wheel dealer, you are missing a big opportunity for easy sales and a quick turn-over. The Auto-Wheel Convertible Roadster Wagons — a new invention and Coaster combined — and it instantly meets the requirements of every family having children from 3 to 16 years old. Every Auto-Wheel dealer is given an opportunity to tie up his store with our national advertising because we furnish free local types and ad helps for use locally. Write today and get the full facts about the Auto-Wheel Convertible Roadster.

BUFFALO SLED COMPANY
Dept. A North Tonawanda, N. Y.
Factories: North Tonawanda, N. Y., and Preston, Ont.; New York Office, 108 Chambers Street; Pacific Coast Representatives, Pacific Sales Co., San Francisco; D. L. Herman, 214 Maritime Bldg., Seattle.



Sell Satisfaction



Write for
Prices and
Discounts

You market confidence when you offer the powerful Samson Punch, because it delivers 100% punch service to the customer, 100% satisfaction; no question about it.

SAMSON PUNCH

The wide range of Samson uses in the great variety of trades — workers in sheet metal, furnace piping, roofing, leather, paper, fabrics, etc. — assure maximum sales possibilities.

The Samson punches sheet iron and soft steel up to 20 gauge; paper, cardboard, leather, etc., up to 1/4 inch. Takes seven interchangeable punches and dies — sizes from 1/16-inch to

3/4-inch diameters. Drop forged steel, nickel plated. Sold on every continent on the globe.

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

HARDWARE AGENTS WANTED

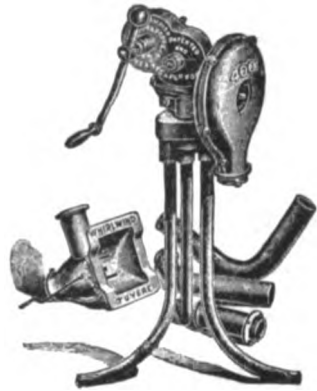


Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire extinguishers to large chemical engines and chemical tanks for fire department service. There's good profit in being our agent. We carry the stock. Write us for catalog and special hardware discounts. Manufacturers of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

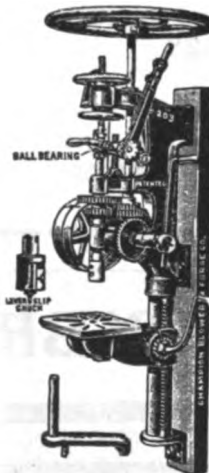
CHAMPION BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

Write for 365-Page Catalogue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sargents Locks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

Full and complete lines of these materials stocked in carload quantities.

We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

A. M. Holter Hard- ware Company

Established 1867

HELENA, MONTANA

=====

WHOLESALE

Hardware, Sporting Goods

Ammunition

Blacksmiths' Supplies

Pipe
and Fittings

=====

Mill and Mine Supplies

The Schaw-Batcher Co.

SACRAMENTO, CAL.

=====

WHOLESALE

HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith Supplies

Sargent & Co.

Builders' Hardware

Mill and Mining

Supplies

BURNT IVORY BRAND **Second Growth Hickory Handles**

Special attention given orders for
hand made Axe.
Pick, Sledge and
Hammer Handles.

**IVORY HANDLE
COMPANY**
Hope, Arkansas



THE JOE WELSH LEADERS "NEVER SAY DIE"

—After using them an entire season anglers tell us they are fresh and show no signs of wear whatever. They never break because there are NO knots or splices. They are invisible in the water.

—Five breaking strains, 30 pounds to 4 pounds; lengths 3, 6 and 9 feet. Endorsed by the Test and Tryout Department of the National Sportsman. Booklet upon request.

—This ad and 25c brings you a 3-foot sample, 50c 6 feet, 75c 9 feet.

Good Dealers Everywhere
Sell Them

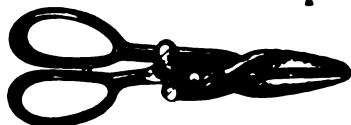


JOE WELSH

PASADENA, CALIFORNIA

Exclusive Agent U. S. and
Canada

BARTLETT Compound Lever



**SNIPS and
PRUNING
TOOLS**

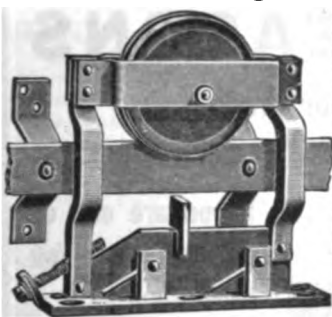
The Compound Lever gives an even cutting.

The combination of the best tool steel and the patented compound lever makes a mechanic's snip for hard, difficult cutting. Made in all sizes. Fully guaranteed. Dealers are invited to write for full particulars.

Our tree trimmers and pruners are made on the compound lever principle. They are practical and satisfactory. Write for catalog. Address

BARTLETT MANUFACTURING CO.
26 E. Lafayette Ave. Detroit, Mich.

Lane's Ball Bearing Parlor Door Hangers



Are the easiest running, most nearly noiseless, strongest, as well as the most durable hanger on the market today. For twenty-five years universally recognized in the Building Trade as the very best Hanger made. Get our catalog of other goods.

LANE BROS. CO.

Cherry St.

Poughkeepsie, N. Y.

THE JAMES CHILDS & SONS

ESTABLISHED 1854
INCORPORATED 1894

SAWS AND RELATED
TOOL MATERIALS, SHIP
BUILDING, AND
GENERAL CIVIL AND
MACHINERY

MANUFACTURERS
AND IMPORTERS OF
HIGH GRADE
SAWS.

COLUMBUS
OHIO, U.S.A.

BRANCH OFFICES
WITH STOCK
NEW YORK, N.Y. 17
ST. LOUIS, MO.

ATLANTA, GA.
SAN FRANCISCO, CAL.
PORTLAND, ORE.

Sedgwick Hand-Power Dumbwaiters and Elevators

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4— $\frac{1}{4}$ " Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.



No. 3— $\frac{3}{8}$ " Diam.

They are easy sellers and afford a good margin of profit for the merchant.



No. 2— $1\frac{1}{16}$ " Diam.

"Universal" Slides can be attached with perfect safety to the most fragile piece of furniture—the unique position of the prongs obviate the possibility of splitting the furniture or causing an ugly projection.



No. 1—1" Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.

Write for
SAMPLE CARD
No. 25 H. W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bessick Co.

BRIDGEPORT, CONN.

EUGENE C. SAUL
Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.



BRIER HILL STEEL CO.
OF CALIFORNIA



STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

Mills at
Youngstown
Ohio

WRITE FOR PRICES
WE WILL DO THE REST

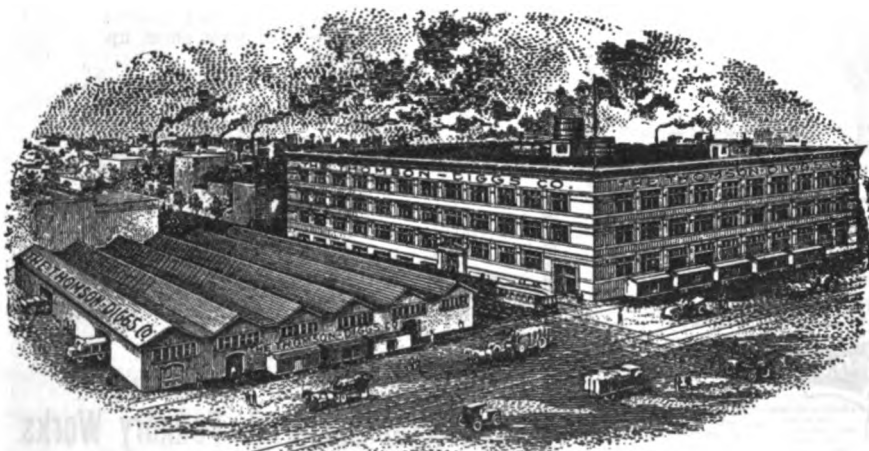
Mills
at Niles
Ohio

Large Stock in San Francisco

359-365 MONADNOCK BUILDING, SAN FRANCISCO

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

The House of Fair and Square Dealing—Ask Our Customers

**EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY**

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

100-Shot Gallery Championship

WON BY ARTHUR HUBALEK
Score 2476 out of a possible 2500

Shooting

Peters

.22 Short Semi-Smokeless CARTRIDGES

Second place in the Championship event was won by Mr. L. C. Buss, 2464, Mr. Hubalek tied for first honors in the *Continuous Match*, and Mr. E. Kogler won the *Bull's Eye Match*, all using **Peters**.

This tournament was held under the auspices of the Zettler Rifle Club, New York City, March 13-16, and attracted the best off-hand shots in the country. Range 75 feet, standing position.

All but two of these expert amateurs selected **Peters** Semi-Smokeless Cartridges as the most dependable for such an important contest.

The 100-Shot Gallery Championship has been won with the © brand ammunition 13 out of the past 20 years

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

H. ROTH & SONS 1026-1032 Mission St.

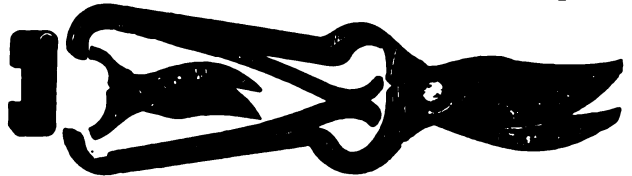
JOBBER OF
 Hardware, Household
 Specialties
 Machinery and
 Miscellaneous
 Merchandise



**WILL BE LOCATED IN
 OUR NEW BUILDING
 IN COURSE OF CONSTRUCTION AT
 912-944-946 MISSION ST., SAN FRANCISCO, CAL.
 MAY FIRST
 We Solicit Your Patronage and Inquiries**

**WE ARE NOW RECEIVING OUR
 IMPORTATION OF**

Genuine Swiss Rieser



Pruning Shears

**Fully Warranted. Hand Made of High Grade Steel
 All Sizes and Patterns Carried in Stock**

**EXTRA BLADES
 EXTRA BOLTS EXTRA SPRINGS**

OUR PRICES WILL INTEREST YOU

Granucci Hardware Co.

Importing Agents for North America
633-647 Front Street, San Francisco, Cal.

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R



P
O
P
U
P
L
A
W
N
S
P
R
I
N
K
L
E
R

Pop Up—Automatic Lawn Sprinkler In Operation On the Grounds of the

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very coarse stream. Made for half inch connections. Has 25'-0" distribution with 75 pounds pressure. Made of non-corrosive metals. Has but three parts, nothing to wear out. Flush with ground when not in use, made to cover one half circle or full circle. Write for sample—booklet and prices. For Sale by

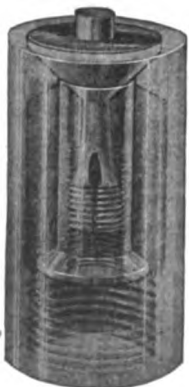
W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.

Salt Lake City, Utah



Closed



Open



Retails for \$1.00

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establish-
ments

Write for free descrip-
tive circular and prices
to the trade.

The "NU-SINK" Company

203-L W. Hollman Bldg., Los Angeles, Cal.
(Factory: San Francisco)

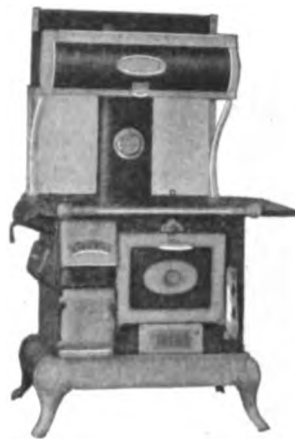
Cleans
and
Polishes
**LIQUID
CEDARWAX**
Furniture, Hardwood Floors
Interior Woodwork

made clean and bright with one operation. Every
household needs it.

There's a good profit for every merchant.

For special introductory offer to dealers write

THE CEDARWAX CO.
1123 Story Building Los Angeles, Calif.



Here's a
Specimen

Wedgewood Range

One from a line
of 200 Models
produced by the
largest stove
manufacturers in
the west

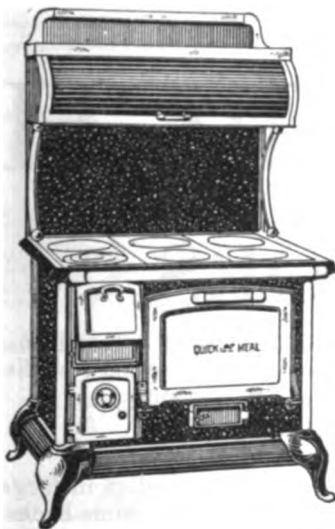
A line that adds to the prestige of
your business — that attracts new
trade and holds the old customers
because quality is the big factor in
every range that carries the name of

Wedgewood

JAMES GRAHAM MANUFACTURING CO.

531 MISSION STREET

SAN FRANCISCO



"QUICK MEAL"

All Blue Porcelain Enameled and
Black Porcelain Enameled Ranges
are "Rust Proof," "Sanitary" and
Easy to Keep Clean, being Enam-
eled Inside and Outside.

Not affected by the Hottest of Fires.

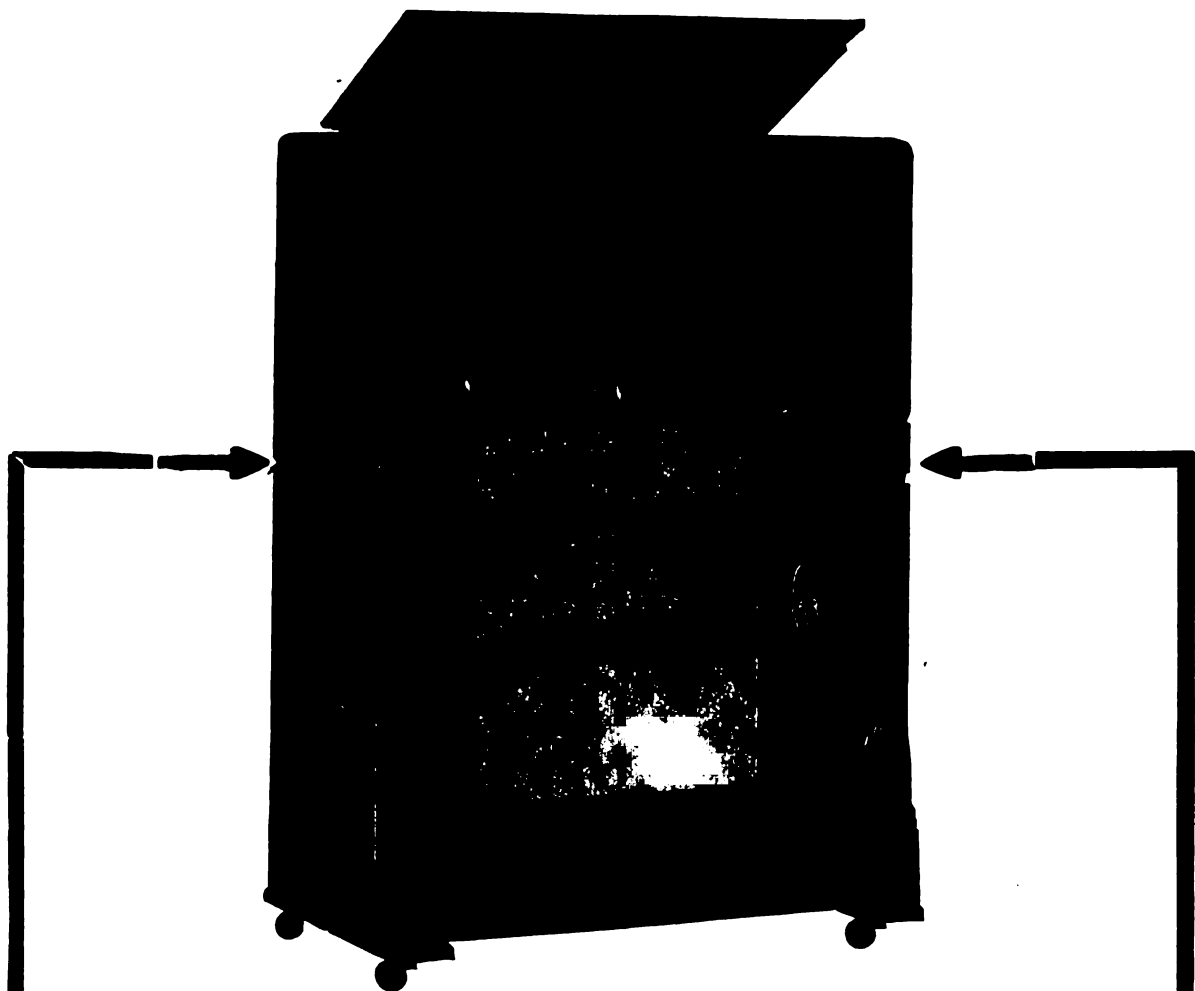
Write for Catalogue and
Agency

Ringen Stove Company Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)

REFRIGERATORS

Made in Zinc, White Enamel Porcelain and Seamless Porcelain Lined. Handsome Strongly-made, Up-to-date Refrigerators at prices which net you a good profit.

Ash and Oak Cases. Strong, removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, bright as silver.

Strong Hardware in Roman gold and nickel plate. Good Casters.

An old established line—on the market 25 years. Has always been a good seller in large and small stores, because it looks right and is reliable—there are no come-backs.

"It's the Frigid 'Frigerator"—the "Box that's on the Boom."

Large Stock Carried in Los Angeles

UNION HARDWARE & METAL CO.

Distributors for California, Arizona and Nevada. **LOS ANGELES, CALIFORNIA**

HERRICK

DRY AIR

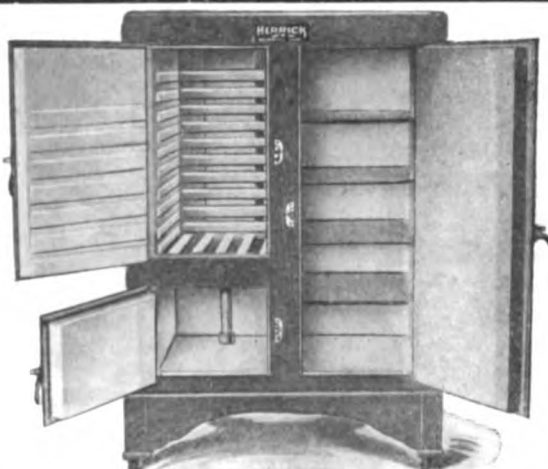
REFRIGERATORS

MANGRUM & OTTER, Inc.

827-831 Mission Street
SAN FRANCISCO

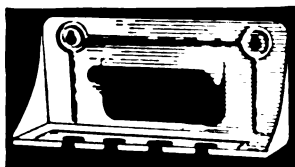
Distributors for Northern California

We Offer You the Exclusive Agency in Your Town
Write Us for Catalog and Particulars



"BUILT ON HONOR"

SANITARY TOOTH BRUSH HOLDER



**Sells on Sight
Has CAPACITY and
STYLE**

This is an attractive
Bathroom Fixture. Is
stamped out of one
piece of sheet steel
and beautifully enam-
eled.

**A SPLENDID
RETAIL ARTICLE**

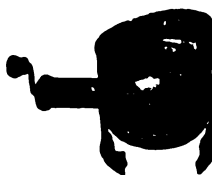
The holder is a self-seller and carries a profit to the dealer. Send for illustrated circulars.

R. J. CHUBBUCK CO., Dept. 5

Coast Distributors

731 Market Street

San Francisco, Cal.



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.

Bender Street

HAMILTON, Ohio



**BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE**

In place of Castors

If your dealer will not supply you
write us.

ONWARD MFG. CO.

Menasha, Wis.

Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.

**Big Profits
Write**

H. C. COOK CO. - ANSONIA, CONNECTICUT



**EASY TO GET RID OF THE POCKET
GOPHER WITH THE**

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

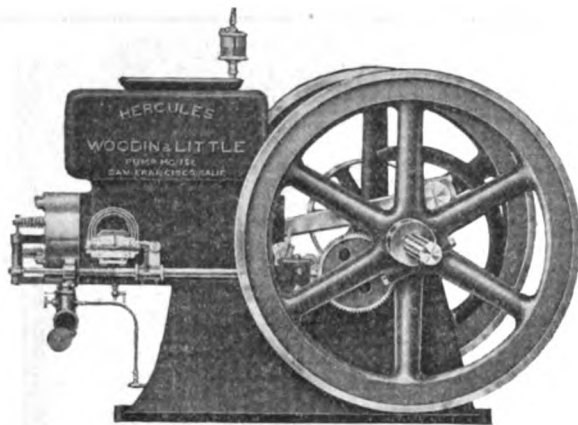
The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

**FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST**

THE TRAP THAT TAKES THE GO OUT OF GOPHER





HERCULES Gasoline Engine

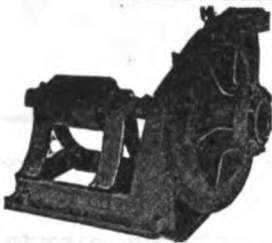
Most complete and up-to-date engine made. Has less parts and fool proof.

Fitted with Webster Oscillating Magneto

REQUIRING NO BATTERIES

Always Easy to Operate

Sizes 1½, 3, 5, 7, 9, and 12 Horse Power



Centrifugal Pumps
With Oil Bearings

OUR STOCK OF PUMPS FOR EVERY SERVICE AND USE

For Irrigation—Power, Belt, Electricity, Air, Vacuum, Chip, Spray, Wine, Oil, Mines, Steam, Water Works, Wind Mills, Road Sprinkling, Rams, Hand, Deep and Shallow Well Pumps, Goulds Celebrated Triplex Pumps.

W. & L. Pneumatic Water Supply Systems

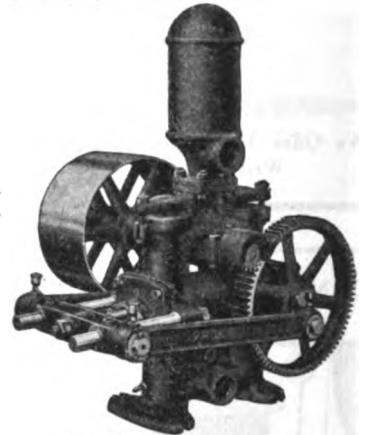
Pipe, Pipe Fittings, Brass Goods, Tanks, Wind Mills, Gasoline Engines

WOODIN & LITTLE

PUMP HOUSE

33 TO 41 FREMONT STREET

SAN FRANCISCO, CAL.



Goulds Pyramid Pumps

QUALITY, plus SERVICE, equals SATISFACTION



Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY and SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

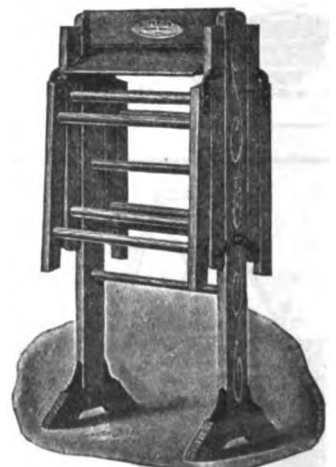
Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.



Will hold a 10, 11 or 12 inch clothes wringer.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|------|-----|-----|-----|-----|------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights, | 183 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS-SNYDER CO., Manufacturers - - MASSILLON, OHIO

Trade mark "Boomer" Registered—No. 56233



The *Royal* Self Heating Iron

WILL MAKE YOU MONEY

BECAUSE

- it does an average ironing for less than two cents.
- it has a valve that regulates the heat instantly.
- it is the right weight—right size—right shape.
- it is highly polished and nickel plated throughout.
- it has an always cool wood handle protected by an asbestos insulated lid.
- it is used and praised by over 850,000 housewives.

Write us now for details also name of nearest distributor

ROYAL IRON MFG. COMPANY
553 Wayne Street Big Prairie, Ohio

Everyone ^{installing Warm Air FURNACES} Should Know
About the Practical and Exclusive Features Embodied in the
LEXINGTON ALL-CAST WARM AIR FURNACE



FURNISHED WITH SINGLE REGISTER EQUIPMENT
IF DESIRED

DO YOU WANT TO KNOW ABOUT THE LEXINGTON?
WRITE FOR OUR DESCRIPTIVE CATALOG

We do not make extravagant claims. As a consequence the Lexington proves a pleasant surprise rather than a disappointment. Lexington dealers are enthusiastic. Lexington users are Boosters.

CULTER & PROCTOR STOVE CO.
Peoria Established 1863 Illinois



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.



CLARK JEWEL Oil Stoves

Clark Jewel oil stoves immediately secure the attention and admiration of your customers. They cannot help but admire the pleasing Olive Green enamel finish and excellent working qualities of these stoves.

Clark Jewel oil stoves are strong and durably made. The burners are short and close to the top. The hot blue flame strikes the bottom of the cooking vessel direct and gives quick results with little oil.

THEY SAVE TIME—THEY SAVE OIL.

GEORGE M. CLARK & COMPANY

Division American Stove Company

CHICAGO

HOLBROOK, MERRILL & STETSON

San Francisco and Los Angeles

Jobbing Agents for California



Are You Ready For the Big Spring Drive?

The time is ripe to begin your offensive against the worst enemy man has, the fly.

It is important to strike the first blows hard, for unless you do, new recruits will swell the enemy's ranks so rapidly, the fight will be lost.

With **Avis Sanitary Fly Traps** on the firing line, every fly is a "goner" and every resident of your city a "comer" to your store. Get your order in today.

Manufactured
... by

A. B. Avis
Pomona, Cal.

*If your Jobber does not have
them, write to us*



Order Now Be Prepared

Either Pair a
Safe Choice



Each of the three,
LIGHTNING,
GEM or BLIZ-
ZARD, has served
the housewives of

America for thirty years,
and like the cream they
create, are in demand in all
seasons.

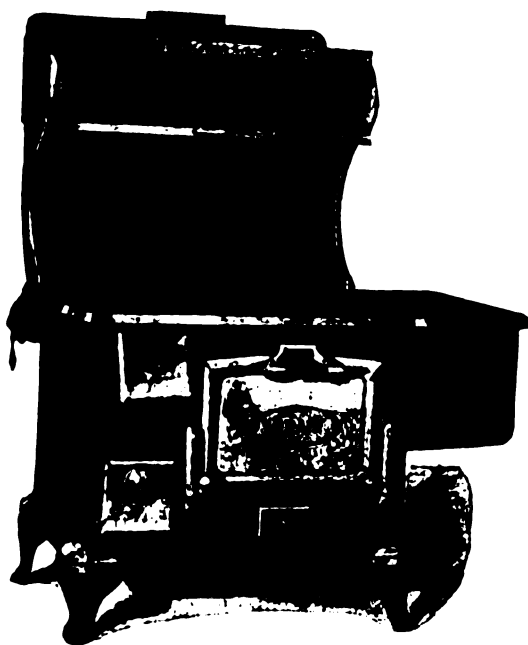
They are built of the best
material and workmanship
possible — their ingenious
construction makes them
easy to operate, quick freez-
ing and economical to both
dealer and user.

The Blizzard being simpler
in construction and cheaper
in price makes it a good run-
ning mate with either the
Lightning or Gem. They sell
themselves and
stay sold! **This**
means easy net
profits for you.

*Any Jobber
Can Supply You*

**NORTH BROS.
MFG. CO.**

Philadelphia
Pa.



B 168-18
High Closet, Tea Shelf, Pouch Feed and Reservoir
Can be had without Pouch Feed
Can be had without Reservoir
Three Sizes—16, 18, 20-inch Oven

Non-Corrodible "Lorain"

Enameled Body Range

The "Lorain" has been famous for
many years as a snappy, quick baker with
a high percentage conservation of fuel.

Now, with the addition of the new "B"
Series line with stippled dark blue porce-
lain enameled body, you can offer your
trade a range that has all the advantages
of a steel range with the anti-corrosive
features of the best cast-iron range.

The "B" Lorain is very handsome and
is a winner on sight. The body is sani-
tary and can be kept free of all grease
and dirt as it will wash with water. No
blacking required—a conservation of time,
labor and temper.

Write for Catalog and Agency

National Stove Co., Div.

American Stove Company
C. H. Schieck, Pacific Coast Agent
715 Indiana St. (near 19th St.)
San Francisco, California

No. 117
Japanned
\$1.10

No. 118
Tinned
\$1.20



Cherry Time is "Harvest" Time

FOR THE HOUSEWIFE, AND FOR YOU! There'll be more stoning and preserving of cherries this year than ever—more cherry stoners needed, more sold.

Lend your help! Almost every housewife will want a cherry stoner; the best. Tell her how the

"ENTERPRISE" Cherry Stoner

does the work easily, quickly, perfectly, without waste, and your sale is made. Saves time and labor. Saves the juices. Doesn't crush or mangle. Keeps the cherries almost round. Sends the fruit into one receptacle, the stones into another. They "preserve" better, look better, taste better, when stoned with an "ENTERPRISE."

Cherry harvest is short. Order your "Enterprise" stoners NOW. A demonstration in your window will help swell sales.

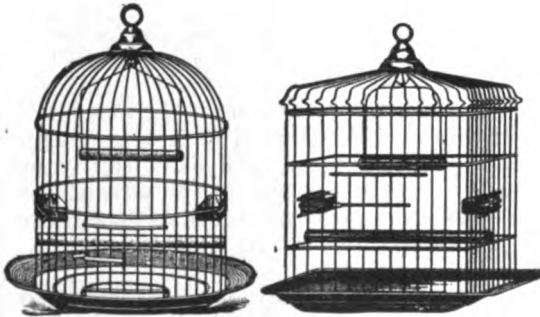
Free folders, telling of the "Enterprise" Cherry Stoner's efficiency, will help to increase your profits. Let us know how many you want, and send name and address for imprint.

You can make good profits, and meet all competition with the "ENTERPRISE" Line

THE ENTERPRISE MFG. CO. OF PA., PHILADELPHIA. U. S. A.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

Pacific Coast Representatives

A. L. CONGER CO.

731 MARKET STREET, SAN FRANCISCO, CALIFORNIA

ATLAS

10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.

NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon





Style No. 560

CORDLEY & HAYES

Hot Water and "XXth Century" Bottle Coolers

Hot weather is coming fast—will soon be here. Don't let it catch you unprepared.

Business houses, offices, theatres, hotels, hospitals, public buildings, etc., in your city are going to install water coolers. Be ready to supply them with the line which you can absolutely guarantee—"XXth Century" Sanitary Bottle Coolers.

"XXth Century" Coolers were chosen by the United States Government in competition with other coolers. The Government has bought them for the past seven years. This fact leaves no room for doubt as to the quality and efficiency of the "XXth Century"—the most sanitary cooler made.

In this cooler the ice cannot come in contact with the water and contaminate it. The ice container is made of "Fibrotta," a non-conductor of heat and cold, which reduces the consumption of ice to a minimum. This year when ice is going to be high, this is a very important selling point.

Perfect cleanliness is insured by nesting the glass water bottle into a porcelain jar, which is surrounded by ice and equipped with our new patented nickel-plated push faucet.

Style No. 560, illustrated, is very popular. Neat and trim, carried in stock in mahogany finish. Can be had in a variety of different finishes on order.

To insure good deliveries, place your order early. Send for complete catalogue at once.

CORDLEY & HAYES

COOLER & HEADQUARTERS

40 Leonard Street, New York City

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.

ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles, Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

SCHROETER'S No. 150 "HOME" CHERRY STONER

Removes the stone without crushing the cherry, works fast, is self-feeding. Operated by natural movement of the hand, has removable hopper, nothing to wear, easily cleaned. It is indispensable for use in the home, restaurant, hotels, bakeries, candy kitchens and canneries. Height 10½ in. ches, length 9½ in., width 3 in. Finished in baked blue enamel. One each in cardboard box. Weight per doz. in shipping case, 30 lbs. Retail Price, Each 75c.

**Schroeter's No. 10 Rotary Grater**

Will grate Horseradish, Cocoanuts, Potatoes, Cheese, Bread, Crackers, Turnips and Vegetables of all kinds. This grater is being sold to hotels, meat markets, lunch stands, restaurants, bakeries, confectioneries and private families. Size—13 inches over all. Finish—Turquoise, blue, enamel.



Retail
\$1.50

Weight, boxed, 3¼ lbs. If interested write for dealers' prices and catalog showing 6 larger size Grating Machines, The "Home" Nut Cracker, "Koaat-Defender" Target Cannon.

Rapid Furniture and Brass Polish

Catalog also contains 45 good recipes for the housewife
SCHROETER BROS. HARDWARE CO., Mfg. Dept., Manufacturers and Patentees
717 and 719 Washington Ave., St. Louis, Mo., U. S. A.

TRINER "LIBERTY" PARCEL POST SCALE

With indicator showing amount of postage in the regular stamps and additional amount required in war stamps.

Saves work and prevents inaccuracy in computing postage required by new war Revenue Bill.

Made only in 20-pound capacity.

Black enamel finish, glass front, steel top; list price, \$3.50 each.

Same style, tile top; list price, \$3.75 each.

Blue enamel finish, glass front, tile top; list price, \$4.00 each.

Insist on the Triner. Your jobber can supply you.

TRINER SCALE & MFG. CO.

West Twenty-First Street Chicago, Illinois

W. P. Horn & Co.

Pacific Coast Representative

Rialto Building, San Francisco, Cal.

Los Angeles, Cal.

Portland, Oregon

Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.
Manufacturers
HOT SPRINGS, ARKANSAS

Prepare Early

For a Big Sale of Canning Supplies This Year



Our article was in large demand and proved a repeater last season. Increased output and central location enables us to fill orders promptly.

Write for Prices and Sample

The Handy Manufacturing Co.

Maritime Building
Seattle, Wash.

208 Wabash Avenue
Chicago, Ill.

Are you selling enough razors? We send you this handsome metal display case free with your first order of Genco Razors.

Write Today



Genco
RAZORS

GENEVA CUTLERY COMPANY

157 Gates Ave., Geneva, N. Y.

Largest manufacturers in the world of high grade razors



**2 BROOMS 1
IN 1**

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco



MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior, in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

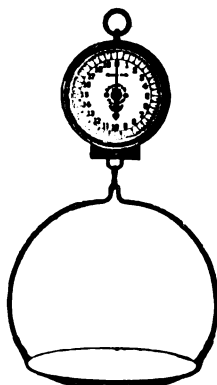
INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

PELOUZE New Hanging Scale



No. 101

Capacity
20 lbs. by oza.

The Dial is large and distinct—finished with glass sash and nickel plated rim.

Very sensitive and accurate. Approved by the Department of Weights and Measures.

MADE IN SEVERAL STYLES

Pelouze Manufacturing Co.
CHICAGO

Manufacturers of Family, Candy, Market, Dairy Postal and Ice Scales

EWING-LEWIS CO.

Representatives

San Francisco

Los Angeles

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands
The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.

The clock is only 3¼ inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."



MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

The Appeal of National Advertising

The silverware itself, as you display it, is a powerful argument. The pattern, the finish, the unqualified guarantee, please and convince. Finally, the appeal of the national advertising campaign is persistent and convincing, ever reminding your customers that

1847 — Seventy Year Plate — 1917

1847 ROGERS BROS.
SILVERWARE

has proved its quality and worthiness either in their own experience or that of their friends.

The advertisements reproduced are some of those recently published in leading magazines. Striking window displays have effectively linked the advertising and the dealer.

Write for window cards based on the illustrations in these advertisements.



INTERNATIONAL SILVER COMPANY
MERIDEN, CONNECTICUT

BALDWIN Dry-Air Refrigerator

150 Handsome Styles

ASH, OAK, SOFTWOOD CASES
OPALITE GLASS, VITRIFIED PORCELAIN, AND METAL LINED

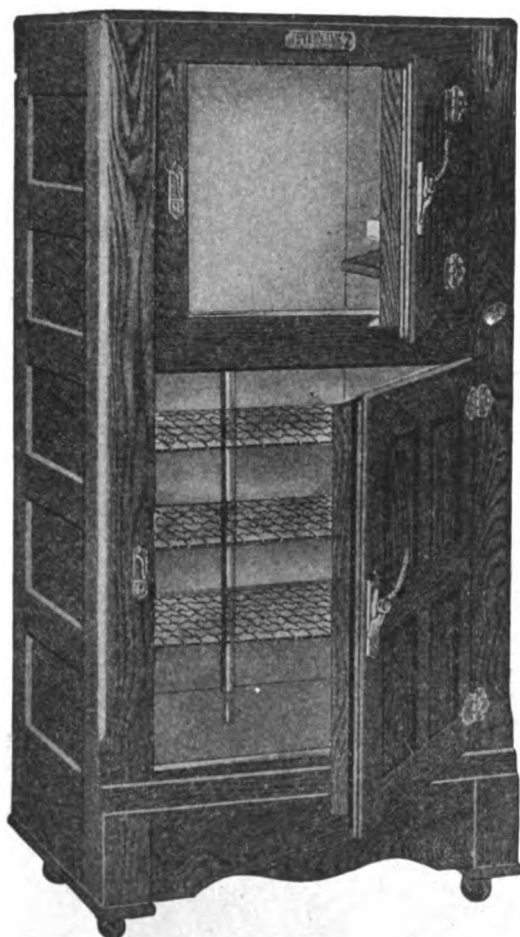
"The Cold, Clean Kind"

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator—it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."



"The Box with the Steady Cold Wave"

SEND A POSTAL FOR OUR BIG CATALOG

The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

THE
Detroit Weigh
MAKES
Hardware Pay

A Detroit Automatic Hardware Scale is more essential than your Cash Register, as it determines the amount of your profit. It instantly and automatically gives the weight price and value of any commodity placed on the platform.



We send free for the asking a Profit Percentage Chart—which includes full instructions how to sell wire screen without waste or mental effort in figuring square feet.

Detroit Automatic Scale Co.
Detroit, Michigan

CHATILLON

INCLUDING

HOUSEHOLD SCALES GROCER SCALES
CANDY SCALES POSTAL SCALES
PHYSICIANS' SCALES ICE SCALES

and

Scales for every purpose and specially designed for that particular use

Send for Catalogue

LIBERAL PROFITS

FOSTER BROS

INCLUDES

BUTCHERS' TOOLS

OF EVERY DESCRIPTION

Knives, Cleavers, Slicers, Butchers' Steels, Etc.

We have a complete line of other butchers' and household cutlery such as:

| | | |
|--------------|-----------------|---------------|
| Ice picks | Family cleavers | Meat choppers |
| Ice tongs | Fish knives | Tenderers |
| Carving sets | Scalers | Paring knives |
| Forks | Hooks | Saws |
| | Blades, etc. | |

Taken together these two lines offer the dealer the most satisfactory source from which to obtain the best scales, cutlery, etc., to meet every demand of his trade.

==
BIG PROFITS TO OUR DEALERS
==

Send for catalogues, prices and trade discounts

JOHN CHATILLON & SONS

Established 1835

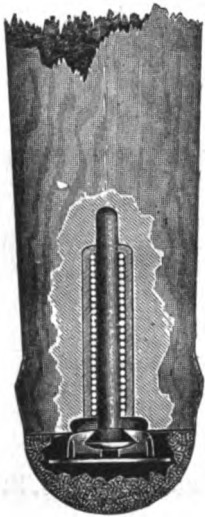
85 CLIFF STREET

NEW YORK CITY

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

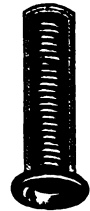
BRASS WASHER



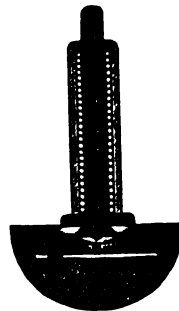
BRASS NAIL



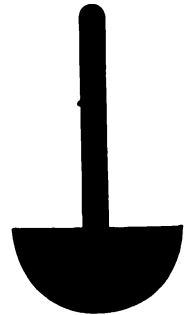
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON · MASS.



UNIVERSAL

NEW FOOD CONSERVATION

Window Display



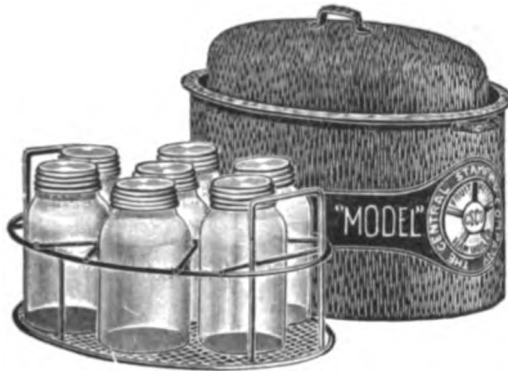
The large food sign, cut-outs and show cards shown in the above window are ready to be sent to you. These are lithographed in many colors and make a striking display.

Ask your jobber how to get a window trim like above and Food Conservation Sign No. D803 and Show Cards No. D800, or write direct to us.

LANDERS, FRARY & CLARK, New Britain, Conn.

ESTABLISHED IN 1834 — THE OLDEST HOUSE IN THE BUSINESS

Blue
Glazed
Enamel



Gray
Mottled
Enamel

DEEP
“MODEL”
Seamless
FRUIT PRESERVING KETTLES

18½ inches long, 12½ inches wide, 10½ inches deep
Capacity—Seven One-Quart Fruit Jars

ONE-PIECE BODY
(Makes Cleaning Easy)

Save food and help win the war. The secret of canning is simply removing the causes of decay, and preventing fermentation. It is all important that the vessels used must have:

HARD SURFACES and BE FREE FROM SEAMS

The “DEEP MODEL FRUIT PRESERVING KETTLE” is smoothly enameled, under intense heat
Without Seams or Crevices
that harbor the dangerous organisms.

It will insure the success of your work.

Represented in California
by
BARRETT & ROSS
91 New Montgomery Street
San Francisco, Cal.

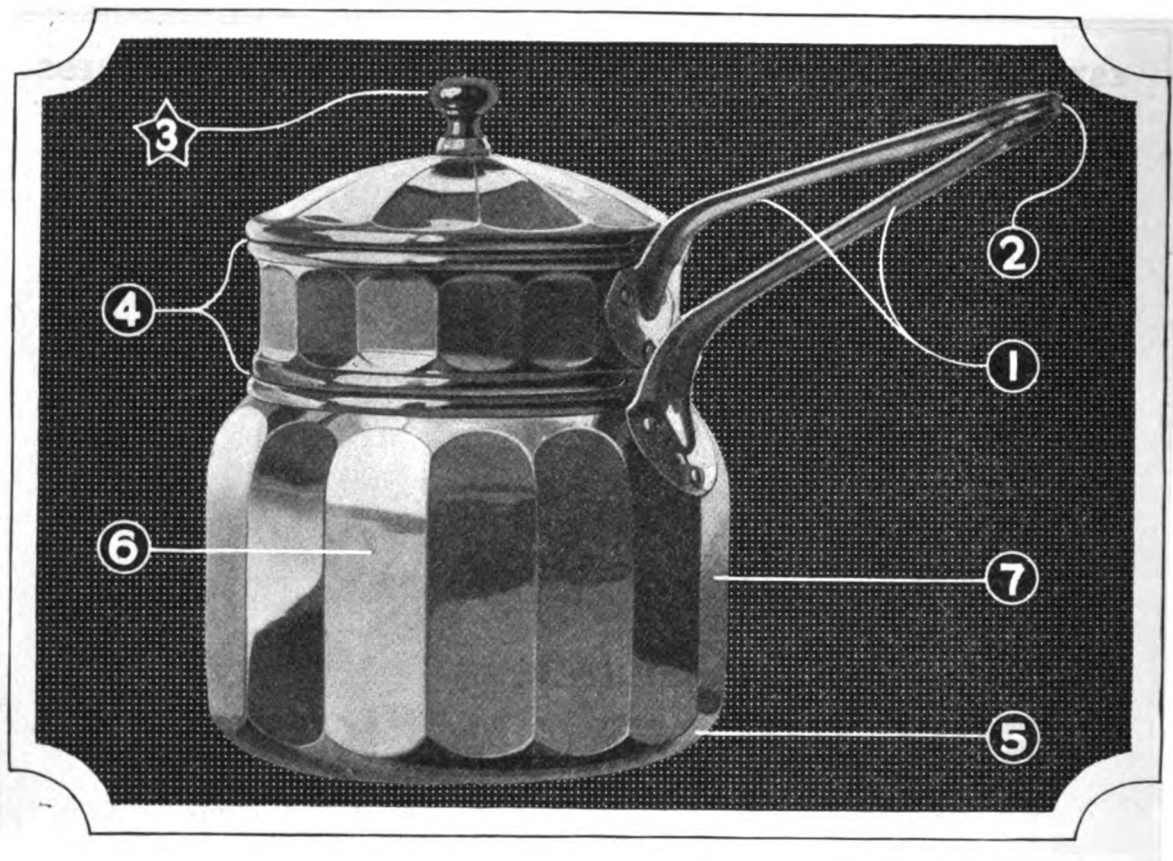
In the State of Texas
by
C. V. MILLARD
[San Antonio, Texas]

The “Deep Model Preserving Kettle” is especially made deep to cover all the contents in Sterilization.

Represented in the States
of Washington, Montana,
Idaho, Oregon, Colorado
and Utah by

FRED A. LEE
1626 Thirteenth Avenue
Seattle, Wash.

THE CENTRAL STAMPING COMPANY - NEW YORK



—and then came *Mirro*

First the discovery of the wonder metal, aluminum, destined to play so great a part in world progress—

Then its development as a metal of household utility, expressed in a hundred utensils for domestic use—

And then, *Mirro*, the aluminum that so completely reflects good housekeeping—

Mirro, the outcome of a quarter century of better aluminum making by one of the world's largest concerns in this great field of endeavor.

Not alone in unusual beauty, nor in the host of new conveniences, nor in innate craftsmanship, nor in wondrous

durability, but, rather in the sum of all these, meeting in every piece—

That is the secret of *Mirro*.

The features of this *Mirro* Double Boiler will readily appeal to the discriminating home-keeper. What a splendid gift it would make for a bride desirous of having aluminum that reflects good housekeeping.

(1) Hollow steel handles insure comfortable handling. (2) Handles come together so that complete boiler can be easily lifted with one hand. (3) * Rivetless, no-burn ebonized knob, an exclusive *Mirro* feature. (4) Tightly rolled beads, free from dirt-catching crevices. (5) Rounded edges make cleaning easy and thorough. (6) Beautiful Colonial design. (7) Famous *Mirro* finish. Note that same cover fits both upper and lower vessels, and that *Mirro* Aluminum is also made in plain round style.



Dealers: If you are not already handling this popular and big selling line, write today for dealer catalog and interesting sales plan.

Aluminum Goods Manufacturing Company, Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

MIRRO ALUMINUM

Reflects
Good Housekeeping



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the **HARDWARE WORLD**. All Rights Reserved)

Volume XIII

MAY :: 1918

Number 5

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|---|---------|
| Put Vim in Your Day's Work..... | 74 |
| Self Development | 75 |
| Are We Facing a Revolution in Methods of Selling?..... | 78 |
| Building Business for the Future..... | 79 |
| Status of the Buyer Who Buys On Installments..... | 80 |
| Silent Treatment for Boorish Buyers..... | 81 |
| A Decision Which Kills Plan of Fixing Resale Prices..... | 82 |
| Worthy Sons of Worthy Sires—Messrs. Vaughan, Bushnell and Kemp..... | 83 |
| Develop a Business of Over \$100,000 in a Small Town..... | 86 |
| Truthful Courtesy Brought the Business..... | 89 |
| Plan and Think..... | 90 |
| How One Salesman Learned His Lesson..... | 92 |
| Who Is to Blame, Employer or Clerk?..... | 94 |
| When an Advertisement Doesn't Tell the Truth..... | 96 |
| Fuel Conservation in Operating Cooking and Heating Stoves..... | 98 |
| What Is a Merchandiser? | 102 |
| A Little Talk About Advertising..... | 106 |
| Pushing Auto Accessories..... | 108 |
| Don't Get Panicky | 120 |
| Effect of Government Control of Railroads..... | 126 |
| Much Needed Explanation of Promissory Note..... | 136 |
| Keep Business Active..... | 140 |
| A Builder's Creed..... | 141 |
| Keep Our Industries Going..... | 142 |
| New Goods and Specialties..... | 144-148 |
| Business Opportunities | 149 |
| PLUMBING AND HEATING DEPARTMENT..... | 150 |
| We Shall Win—If Our Sense of Humor Lasts..... | 154 |
| AUTO ACCESSORY DEPARTMENT | 100-137 |
| RETAIL SELLING PRICES..... | 160-181 |

PUT VIM IN YOUR DAY'S WORK

Money is simply the measure of industry. What the nation has to have is production, irrespective of money values, urges the Philadelphia Public Ledger. Its got to have production not only of specific articles, but also in the incidental services which speed up or retard, as the case may be, the functioning of industry.

It is a time when the nation expects the engineer to drive his locomotive with more than ordinary efficiency and skill, the street cleaner to do better work, the weaver of cloths to be more than ever "on the job," the miner to get the last ounce of coal that one man's energy in a day should give, the skipper to get the maximum from his ship, the salesman in the store to be a better salesman because he is part of the monster organism and his efficiency may release another man.

The lackadaisical attitude, the free-and-easy method of doing work, is in these days and in this crisis not alone deplorable; it is positively criminal and superlatively unfair to the hosts who are about to offer their blood in defense of our institutions. No man can dare to be careless now without inviting the reproaches of his neighbors. Waste of his energy, a refusal to use it generously in service, is evidence of unworthiness and of failure to appreciate the reality of the crisis through which we are passing.

We appeal to men everywhere to realize that in their weekly envelope, in addition to wages, is a message of gratitude from the nation of which they are a part if during that week they have mixed patriotism with their labor and driven a few extra rivets for the sake of Old Glory.

We hear a lot about inefficiency in high places and there has been blunders and will be more, but there is a big question for every individual to ask himself: Am I doing my share? The answer is not what you are getting paid, but the amount of soul and enthusiasm you are putting into your job and your stick-at-ive-ness.

TEAM-WORK THAT COUNTS THE MOST

"It ain't the guns nor armament, nor funds that they can pay,
But the close co-operation that makes them win the day;
It ain't the individual, nor the army as a whole,
But the everlastin' team-work of every bloomin' soul."—Kipling.

Between a full moon and a full man there is a difference of several thousand miles.

When a man gives advice that doesn't pan out his friends are not apt to let him forget it.

THIS "MADE-IN-GERMANY" WAR

(Richard H. Edmonds, in the *Manufacturers' Record*.)

If Germany had waged its war without barbarism; if every soldier in its armies had been a decent man; if there had been no outraging, no murder, no destruction of homes or of churches and cathedrals, Germany would still deserve the utmost punishment that could be inflicted by civilization upon any country because of this unholy war for its own material advancement.

But the world has been engulfed by awful woe; millions and millions had died and other millions have been maimed for life; hundreds of millions have suffered in the agony of seeing their loved ones forced by Germany into this awful war to save the world from German domination and damnation. Women and children have been outraged, the chivalry of the high seas has been supplanted by the foulest campaign of hell-devised murder of innocent non-combatants that even the devil himself, as expressed through Germany, could devise; the very existence of all civilization has been threatened and if Germany were to succeed the whole world would sink back into the dark ages of atheism and barbarism.

We are face to face with all of these terrific realities and all the fearful possibilities, the very thought of which staggers mankind.

And all of this has been brought about wholly by this "Made-in-Germany" war, started by Germany for the sole purpose of forcing Germany's domination and damnation over other countries.

These are the facts which our people should fully understand, and then they will slowly come into realization of Germany's crime, surpassing all the crimes combined of all nations from the very beginning of time. Then they will realize that this "Made-in-Germany" war is indeed a "Made-in-Hell" war and it is a fight to the death.

A GENTLEMAN

A gentleman is clean inside and out—a man who looks neither down to the poor, nor up to the rich; who is considerate of women, of children, and of everybody; who is too generous to cheat and too brave to lie; who takes his share of the world and lets others have theirs; who can win without bragging and lose without squealing.

Crooked things do not grow high. Crooked men are always the low-down, the crawlers and the creepers. Compare the oak and the pine with the poison ivy and the thistle, a foot-runner with a foot-pad, a man with a mannikin, honor with dishonor.

If a man has the right kind of character his reputation won't dent him much.

"AMERICAN'S CREED," WINNER OF \$1000

"The American's Creed," for which the city of Baltimore offered a prize of \$1000, was made public here today. Its selection was the result of a "National Citizens' Creed Contest" approved by President Wilson, Speaker Clark and a host of famous Americans. The author of the creed, who wins the \$1000 prize, is William Tyler Page of Friendship Heights, Md., near Washington.

It reads:

"The American's Creed—I believe in the United States of America as a government of the people, by the people, for the people; whose just powers are derived from the consent of the governed; a democracy in a republic; a sovereign nation of many sovereign states; a perfect union, one and inseparable; established upon those principles of freedom, equality, justice and humanity for which American patriots sacrificed their lives and fortunes.

"I therefore believe it is my duty to my country to love it, to support its constitution, to obey its laws, to respect its flag and to defend it against all enemies."

NOT "BIT," BUT "UTMOST"

"What Is Your Utmost?" is the slogan in a campaign now being conducted by papers in various states, particularly in the Pacific Northwest. The idea behind it is interesting. When England went to war every person was asked to do his or her "bit." War was still regarded as a storm which would soon blow over, but the tragedy of Ypres quickly roused the British to their peril, and it was seen that they must do their utmost. America is in the same position, and must do her utmost, and the papers conducting this, "What Is Your Utmost?" campaign are publishing blank forms, enumerating crops suited to their territory, and asking farmers to indicate thereon what specific food staples they will plant this spring and in what respect their acreage and also their planting schedule has been enlarged.

The response is very great, and it serves two useful purposes: First, to interest farmers in actual increased food production; second, to encourage a careful survey of possibilities and arrange a comprehensive planting and breeding plan before the season begins. Incidentally the letters received in connection with this campaign show how farmers are meeting labor difficulties, using labor-saving tools, adapting soils to suitable crops, planting cover crops, follow crops and the like.

Alimony may be defined as first paid to the injured.

Hard luck is a polite name for the sleeping sickness.

SELF DEVELOPMENT

From time immemorial all phases of progress have depended upon the development of the individual.

A man scratched a picture on a bone and we had art in a rudimentary stage.

Another threw a rock at his neighbor and we had war.

Somebody swapped stone hatchets with somebody else and we had salesmanship.

There isn't an object we can see, feel and weigh but what is the result of individual development, the result of one man's thought and action.

You are a salesman. Before you are that, however, you are an individual working out your human destiny. Insofar as you advance yourself, improve your mind, quicken your sensibilities, you are progressing, developing yourself. Your company or firm is only a tool whereby you hew your way upward. In your hand you have the opportunity to make your living, come in contact with hundreds of men, see part of your country, and do that greatest thing, develop yourself.

First of all, you are working for yourself. And the thing that counts is what you are doing for yourself. Get the idea? It isn't your business that governs your destiny—it is what you do with your business—what you accomplish for yourself that is going to make you more of a gentleman, more of a scholar, more of a traveler, more of a student of human nature, more of a character.

From time immemorial all phases of progress have depended upon the development of the individual. How far you advance beyond the state of your progenitors who swapped stone hatchets depends upon you.

A LITTLE LAUGHTER

If you use a little laughter and you use a little song

You will find your world is never going to go so very wrong;

If you spread a little darkness on the other man's distress,

If you use a little sweetness and a little tenderness,

If you stoop sometimes to sort of lift another feller's load,

If you do a little dance step as you go along the road,

You will find that all of these things you have found the time to do

In some happy form or other will come laughing back at you.

If you have no ambition to accomplish any one thing, you have about as much chance of learning what it is like at the top of the ladder as the man who will not try to climb.

"THAT WHICH IS ETERNAL"

Twenty years ago a little woman went with her husband and seven children to "take up" a ranch in Western Colorado. It was real pioneering, for they lived fifteen miles from the nearest neighbor. Their water had to be hauled five miles in barrels. There was very little money and a great deal of hard work, which perhaps, after all, was a blessing, because it served to break the monotony of the desert life. This woman was well educated and had always enjoyed associating with intellectual people. She missed good books and magazines. She longed for music, but there was not enough money for even a phonograph.

After twenty of these starved, monotonous years her two boys found good positions in the city three hundred miles away. They wrote her that they were going to send her money to buy some good clothes and a ticket to California where they wanted her to spend the winter. Just at that time our country was plunged into war and the message from her boys which had made her so happy was followed by another asking, "Shall we enlist?"

The mother sat down in her log cabin home and wrote this letter to her boys who were to have been the means of liberating her from her prison of poverty and monotony:

"This is a matter for you to decide yourselves. If I were in your place I know I should go. If you should not live to come back, life is but a little span at best and you would have a part in establishing the finest civilization of which the world has ever dreamed. On some cathedral in Italy, I cannot recall just now which one, there is an inscription, 'That only is important which is eternal.'"

Her boys have gone; the dream of the winter in California has gone. She has taken up her life again in the desert, but the most wonderful sunsets in the world are seen on the desert.

YOUR WINDOWS YOUR ADS

We've said it many times before, we expect to say it many times again: Your store windows are one of your advertisements, provided you give them the right kind of attention, and change the display often.

Your windows are there to pull money in off the street for you. And if they are not doing that you are overlooking a good bet.

Don't you do that.

GUARD OLD CUSTOMERS

Unless your old customers continue to receive the same careful attention that they experienced when they opened their accounts with you, there is a decided possibility of them becoming new customers at your competitor's store.

THE FELLOW WHO CAN'T GET IN

We've sung the praise of the fighting men
Who have gone to their country's aid;
We've censured the slacker with scornful word,
Called him a traitor, weak and afraid;
But we haven't a single word to say
For the fellow who can't get in.
To give him the credit that's really due
I think it is time to begin.

He's just as brave as those who have gone
To sail the sea and to fight
In the awful trench or the war-ridden plains,
For all that is noble and right.
He's superior far to the slacker man,
Who's a cad, ignoble and base.
Yet at home with the coward he's bound to stay,
With him he must take his place.

Can't you feel his bitterness of heart,
At seeing his best friends go
To the big adventure over there,
With its glory of fighting the foe.
Although he longed to go with the rest
And do his manly bit,
To take his part in the great world war
They told him he wasn't fit.

He'll not share the joy of those who have fought
And have gained a noble renown
When the nation's struggle is over and done,
Because he is now turned down.
It takes the bravest heart to face
The scornful remark and the sneer;
A world of courage to grind on at home
Without any word of cheer.

Let us keep up our songs to our soldier boys
And our sailor lads in blue;
And go on in contempt for the slacker,
Who's a coward through and through.
But in all our various poems and songs
Let us help one another to win,
Let us give an encouraging bit of praise
To the fellow who can't get in.

—H. M. K.

PRAISE

Deserved, sincere praise makes life worth while. It is a tonic stimulating brain and body. Praise, reaching us at the right moment has the effect of quickening our sensibilities, refreshing our hearts, filling us with hope, courage and vigor. Praise clears our blurring vision and points the way to future accomplishments. No man nor woman can succeed without such encouragement. Therefore, say the kind word, make that thoughtful expression of appreciation today—now—when it can be of practical worth.

Stop to think but don't stop thinking.

PRICE CUTTING MEANS "GETTING SCARED"

"Price cutting does not at all mean 'meeting competition.' It simply means 'getting scared.'"

"You know better than your customer whether or not your product is rightly priced. You ought also to know why similar or substitute products are lower priced. Make the difference clear in your own mind and you can make it clear to your patrons."

"If your competitor is selling exactly the same thing that you are selling, at a lower cost, he is losing money and is driving straight for the rocks. Don't cut your own throat for the sake of keeping him company."

LOYALTY

(By H. W. Brown)

"This above all: To thine own-self be true,
And it must follow, as the night the day,
Thou canst not then be false to any man."

If we were to epitomize all moral and social codes; condense all business and professional ethics; brief all criminal and civil laws from the beginning of time—we could find no better law to govern, no better rule to follow, no purer definition of Loyalty.

Loyalty is a word frequently used, its application being confined almost entirely to one's fidelity to one's country, or superior. Loyalty has a much broader meaning and in the larger sense is that adherence to one's highest idea of right which causes one to do right for right's sake.

We are confronted with new business conditions each day—the entire ethics of the world are undergoing a change. Human thought and endeavor are struggling toward a higher plane.

Our nobler and higher viewpoint of life is the means through which we must permanently attain.

The first and guiding thought must be: To our own selves be true—true to our own highest idea of right—and then it will follow that no false thought will be formed, no false word spoken, or false action taken against social or business associates, or against our country.

We will adhere to the highest sense of right for right's sake. We'll need no law, judge or jury to tell us when we're wrong—we'll need but heed the instant signal from within to know what thought, intention or act is not square.

The world's best definition of Loyalty will then be engraved upon the heart of every man, and will be retraced by each beating pulse.

The reward of Loyalty will be the nobleness of the act itself—the penalty for the disregard of Loyalty will be the insistent hissing of the soul.

THINK WELL OF YOURSELF

Think well of yourself. Be good to yourself. You are very important to you. In you are all the elements of a successful man. You have within you the latent force that will lift you successward.

Don't pity yourself. Don't lessen your own value in your own eyes. Have confidence in yourself. Believe in your own ability to do big things. Only by having faith in yourself can you compel others to have faith in you.

Treat yourself as a man of worth. Demand much of yourself. Be your own hardest taskmaster. Be determined to better the work you are doing.

Show how you can produce more at less cost of mental and physical energy. Prove that you can sell more of your product at a profit. Think big thoughts and back them up with big deeds. You can when you will. You will.

A RETAIL SALESMAN'S CATECHISM

(Selections from a manual given to all employees of a great Western department store.)

Q. What should be my constant study?

A. To assist in selling more goods.

Q. How am I to do this?

A. By cultivating tact; studying customers' ways; posting myself about the goods; keeping the stock neat and attractive in appearance; being wide awake, watchful and agreeable while on duty, and knowing what is advertised.

Q. How shall I dismiss a customer?

A. Just as pleasantly as I received him or her; never showing any irritation or disappointment if no sale be made.

Q. What do I need to know about the advertising?

A. What goods are advertised in my department for the day or week, especially if the price is changed.

Q. What shall I do with the goods advertised?

A. Display them well, if they are goods desirable to push. Hold them back for customers who call for them, if desirable to limit the sale.

Q. How can I further increase my sales?

A. By suggesting to the buyer goods called for, attractive novelties that belong in the stock and specialties for which a demand could be created.

KEEP FRIENDSHIP IN REPAIR

Dr. Samuel Johnson said: "If a man does not make new acquaintances, as he advances through life, he will soon find himself left alone. A man, sir, should keep his friendship in constant repair."

ARE WE FACING A REVOLUTION IN METHODS OF SELLING MERCHANDISE?

(Copyright by Elton J. Buckley)

If the Federal Trade Commission at Washington succeeds in certain prosecutions it has just begun against business men, we will be facing a revolution in business methods, for certain practices will become taboo that have had the sanction of immemorial custom, and in some cases, of favorable court decisions.

This especially applies to a prosecution which the Commission has begun against Sears, Roebuck & Co., the Chicago mail order house, which does an interstate business all over the United States. Understand that the Federal Trade Commission can only prosecute interstate commerce transactions. Practices and transactions carried on wholly within a State are beyond its reach.

I have obtained an official copy of the complaint against Sears, Roebuck & Co. and here present it, as the foreword of what I believe I have truthfully characterised as an attempted revolution:

That the respondent, Sears, Roebuck & Company, with the purpose, intent and effect of injuring and embarrassing its competitors, for more than two (2) years last past, has circulated catalogues throughout the various states and territories of the United States, the District of Columbia, and in foreign countries, among customers and prospective customers of competitors, containing certain advertisements wherein it is represented that:

(a) The quality of goods, wares and merchandise handled and sold by its competitors is inferior to that of similar merchandise sold by respondent.

(b) Certain of respondent's competitors do not deal justly, fairly and honestly with their customers.

(c) Respondent can and does buy its commodities in markets, which are not accessible to its competitors, and by reason thereof is able to give customers better advantages in quality and price than those offered by competitors.

And that such advertisements and statements are false and misleading and calculated and designed to deceive the trade and general public.

Included in this prosecution was a complaint against that well known scheme used by all mail order houses, of offering some staple such as sugar way below the market when purchased with certain other goods. I have no intention of discussing that; what I want to discuss is the fact that the Federal Trade Commission is prosecuting a retail dealer because he gave his customers to understand that his goods were better than his competitor's; that certain of his competitors weren't treating their customers fairly, and that he bought goods in markets more favorable than the markets his competitors bought in.

The prosecution is brought under the Federal Trade Commission Act, which forbids "unfair competition."

The important thing about this is that every business man who advertises, whether manufacturer, jobber or retailer, is doing these

things every day, and has always been protected in doing them—if they stayed within certain limits—by the general custom and even by the courts.

Of course, if one's representations that his competitor's goods are poorer than his, pass certain limits, they are illegal, and the maligned competitor has an action against him for trade slander or libel, as the case may be (slander if the words are spoken, libel if they are written). But there is no difference between saying that your goods are better than your competitor's and saying that your competitor's goods are poorer than yours. Of course, if the representations you make about your competitor's goods are true, you have a right to make them.

There is a case in which a furniture dealer advertised a solid mahogany bedroom set, "positively of the quality always selling for \$150," for \$116.50. On the next day a competitor said in his own advertisement that: "the solid mahogany bedroom set advertised yesterday by a competitor as \$150 value was in part veneered and had never been sold for more than \$100."

A law suit resulted, the first advertiser claiming to have been libeled. He got a verdict, the court saying that the reflection upon the first man's merchandise went far beyond the ordinary limits of competition and advertising rivalry. But such things have been said generally from time immemorial, with no attention from anybody. I have no knowledge of how specific Sears, Roebuck & Co. were in their statements about competitors; if they have made the usual general statements that everybody makes about their goods being better than competitors'—or competitors' being poorer than theirs—they cannot be successfully attacked for it, in my judgment, unless the Federal Trade Commission can overturn the settled law of the country.

Everything I have said above applies also to Clause B in the charge, i. e. that Sears, Roebuck & Co. have represented in their advertising that "certain of their competitors do not deal justly, fairly and honestly with their customers." How can a prosecution for a thing like that get anywhere, remembering that some of everybody's competitors don't deal justly, fairly and honestly with his customers? If Sears, Roebuck & Co. were specific in their statements, pointing directly and unmistakably to certain competitors, then there may be something in the charge. If they simply glorified themselves, pointing out like the Pharisee, how much fairer and quicker and squarer they were than their competitors, I repeat that they cannot be convicted unless the settled law of the land is to be overthrown. And they cannot be convicted at all if what they said was true.

The subject matter of the third charge has also been passed by as dealer's talk. Literally

thousands of sellers of merchandise are fond of representing in all sorts of ways that they possess mysterious and fruitful sources of supply denied to their competitors, and that is why, etc., etc., etc. Nobody who does this is very specific, therefore the matter has aroused little or no attention. But it should arouse attention now that the Federal Trade Commission has officially denominated it unfair competition and has prosecuted somebody for doing it.

Apropos of this subject, the Federal Trade Commission, I am informed, has also begun prosecution against thirty-eight other concerns, all manufacturers, who are charged with unfair competition "because they systematically and on a large scale" gave employes of customers, prospective customers and competitors' customers gratuities such as liquors, cigars, meals, theater tickets, valuable presents and entertainments. Here is another good old custom of the trade forced to don a sinister guise as "unfair competition."

WOULD YOU BE DIFFERENT?

If you want to be different from the common run of people, about all you have to do is to save some money. According to figures which the government has published, sixty-five people out of every one hundred who die in American, leave not a penny behind them. Out of the thirty-five that are left, twenty-five manage to get together \$1,300 during their lifetime, but die with less than that. Only nine people out of a hundred leave an estate or property worth more than \$5,000 when they die. Ninety-eight per cent of the people live from hand to mouth, and only two per cent may be called well-off in this world's goods. Ninety-seven out of every hundred who live to be sixty-five have to depend on relatives, or friends, or charity for support.

If you want to be different from the common run, save some money every month, accumulate a small fortune by the time you are ready to quit work, and get yourself in such financial condition that you won't become a dependent upon somebody, or some society, by the time you are sixty-five.

THE SALESMEN OF TODAY

The salesman of today is not the same as he was some years ago. He represents the highest type of manhood, in him is embodied all that is to be desired in a man. His word is his bond and he is not only a credit to his firm but to the nation. As he flits from town to city he wields a moulding influence for good on all with whom he comes in contact. By his integrity and straight dealing he creates a confidence which is strengthening and acts like a tonic. His customers trust him and he would

die sooner than betray that trust. The firm that he represents can go to sleep and sleep soundly, convinced that their representative is doing his duty whether they are asleep or awake.

BUILDING BUSINESS FOR THE FUTURE

America's best business men are looking ahead and preparing for what may come after the war. Merchants and manufacturers of vision, regardless of the fact that they may have little or nothing to sell today, know that they will have commodities to offer when peace comes again, whether it be a year or ten years from today. They are planning to get and hold business, they are cultivating good-will, they are extending service, they are putting their names and the virtues of their wares before the public, which is expected to buy them when the war is over.

Their central thought is that there will be something doing every day after the war, just as there was before it, and, so far as national interests permit, they intend to preserve their organizations on the old lines and extend their business by the application of those principles which have stood the test of time. They are holding public attention and good-will so far as the limitations of war will allow.

These leaders in industry might well serve as a pattern. Too often is the war being held forth as an excuse for flippant treatment or for slipshod work, particularly in certain lines of retail trade. The delivery boy insists on using the front door instead of the rear, on the ground that saving his time is necessary to winning the war; the very ash man takes advantage of the situation to trail cinders over the pavements, perhaps adding to the discomfiture of the Germans by so doing, but certainly discommoding perfectly good Americans at the same time. The war, in short, has been made the excuse only too often for poor service and shabby treatment.

Certainly men in business are always more or less at the mercy of the persons they employ, and we always have with us the type of mind which will utilize such an advantage as is represented by scarcity of labor to demonstrate its own lack of breeding and good business sense. There could be no better policy on the part of business people in general than to make a special effort, at this time, to create good-will by increased courtesy and even increased service, where the latter is at all possible. Business is going to be here after the war; so are the customers.

The man who hollers down a well
About the goods he has to sell,
Will never reap the golden dollars
Like he who climbs a tree and hollers.

STATUS OF THE BUYER WHO BUYS FIXTURES OR WHAT NOT ON INSTALLMENTS

(Copyright by Elton J. Buckley)

My observation is that the installment method of selling merchandise—fixtures, vehicles, musical instruments, farm implements, store appliances, even stocks of goods—is growing every day. Thousands of such transactions are constantly going on in all lines of business. It is so much easier to sell on easy payments than to sell for cash that the use of the method is sure to increase.

In all these transactions, no matter what they are called—conditional sales or leases—the seller always tries to play safe by holding title to whatever he sold, until full payment is made. This he does in various ways, by leases, or by property notes, or what not, the object of all of these being to enable the seller, if the buyer falls down on his payments, to step in and take back the cash register or whatever it may be.

With this brief preliminary, I reproduce the following letter, written to me by a Bloomington, Ind., hardware dealer:

We are members of the Indiana Retail Hardware Association.

We use a property note. Occasionally, a customer sells the goods bought under that note before paying for them. Recently we had a very aggravating case. We know the courts uphold the property end of this contract, but we have had no experience with it in a criminal way.

Do you know of any case of criminal prosecution? If so what was the charge, and what was the result?

A property note is the paper which the installment buyer signs when he gets what he has bought. It is what the seller relies on to hold title in himself till full payment is made. The form used by this correspondent is, I think, the general form. I reproduce it:

Bloomington, Ind.....191...
.....after date, I, we or
either of us promise to pay to the order of
FOSTER & HUDLESON
.....Dollars \$.....
Negotiable and Payable at the Citizens Loan and Trust
Co., Bloomington, Ind.

With 8 per cent. interest after date until paid and attorney's fees. Value received without any relief whatever from Valuation or Appraisement Laws.

The drawer and endorsers severally waive presentment for payment, protest and notice of protest and non-payment of this note and all defenses on the ground of any extension of time of its payment that may be given by the holder or holders of either of them.

The express condition of the sale and purchase of the for which this note is given is such that the title or ownership does not pass from the said Foster & Hudelson until this note and this interest is paid in full and if the same should become due and remain unpaid, or any portion of the same.....hereby authorize Foster & Hudelson, or their agents to enter uponpremises and take possession of the said property, or wherever it may be found without process of law, and any payment that shall have been made shall be considered compensation for the use of said

property. And it is further agreed that said property shall not be removed from the maker's present residence, and such removal shall be considered a conversion of said property by the maker of this note, and this note shall be due if the maker attempts to move from his present residence, or removes or attempts to remove said property from said residence, or dispose of said property before this note is fully paid, and it is further agreed that if any part of this note or any note of the series of notes of which this is a part, becomes due and remains unpaid then all of this note or all of the series of notes of which this is a part, shall become due and collectible upon any such default.

Maker's Name Here.....Sign.....
Name..... Post Office.....Here.....

Without doubt this note will accomplish its purpose, in other words, it does legally hold title to whatever is sold under it in the seller until payment is fully made. As between the seller and the buyer only, the seller who uses this note can always take the scale, or the counter, or the piano away from the buyer if the latter doesn't keep up his payments. But it may be different where the rights of the buyers' creditors are involved. For instance, A is a retailer who has bought a cash register from C on one of these notes. He gets behind in his business and B, a jobber, sues him and levies on his stock and fixtures. C steps in and says: "Don't take the cash register; it is mine—read this installment note." C may not be able to do this. Certain States have a law that to make the title-holding business good as against creditors of the buyer, as in the cash register illustration, the property note, or the lease, must be recorded. Even in these States, however, the plan is binding as between the seller and the buyer without recording, and where there is no law requiring recording, it is good even as against creditors of the buyer.

With the title firmly held in the seller, it follows that the buyer cannot do anything whatever with the article sold, except what the seller has told him he can do. If he buys a cash register, he cannot remove it from the State, or often even from his present store. If he does remove it, or makes any improper use of it, or above all, if he sells it, he is not only liable for its value in a civil action, but he is criminally liable, for he has converted somebody else's property to his own use. There aren't many cases in which criminal action has been brought, for the seller usually follows the article sold and gets it back, as he can usually do, for nobody can legally sell what he doesn't own. But there are enough cases to show that the courts will always hold a buyer criminally responsible if he disposes of something which he has bought on some plan holding title in the seller.

"A. Swindler," read the sign in front of a store I once saw. I went in and asked the proprietor why in thunder he didn't display his full name. "It would look worse," he said. "My first name is Adam."

Silent Treatment for Boorish Buyers

(By H. C. Barrett)

HERE'S a situation which occasionally confronts me," remarked a young salesman, "and I don't know how to meet it. I'll succeed in securing an audience, somewhat against the will of the prospect, perhaps, and he, to evince his resentment, will sit at his desk reading letters or the newspaper, leaving me in the position of talking to a dummy. What does your experience suggest?" he concluded, addressing the sales manager.

"That is a problem which must often be faced," was the reply. "One's natural impulse is, of course, to pursue a policy of frightfulness; to wreck the premises and shoot the proprietor. But no man who can't control his natural impulse will ever become a star salesman.

"When I was a novice at the game I used to keep on talking, calmly ignoring the prospect's boorishness. But I found that this plan seldom resulted successfully. A man so mannerless is not amenable to such tactics.

"A better plan is to cease talking and wait for attention. There is a certain dignity about silence which is lacking in talking to a wooden Indian. I found that silence almost always wins. Just sit there calmly, impassively, unresentfully, but with an air as though you meant to sit there until the crack of doom if need be. This policy is thoroughly disconcerting. Never fear but that the man is acutely conscious of your presence. He is more uncomfortable than you are. And because he has a sneaking suspicion that he is in the wrong he is anxious to end the suspense and close the interview. Nine times out of ten he concludes that the easiest way out of the difficulty is to hear your story and turn you down. Well, all you're after is a hearing. Silence will give it to you.

"In the tenth case he will fly into a rage and begin to become insulting. Then, of course, you're master of the situation. To adopt a soothing attitude, refusing to take him seriously, puts him in a situation which generally means an order. A man in a rage talking to a man who is calm and collected is at such a disadvantage that he is practically lost. Calm him down with a sympathetic, fatherly air, and his inevitable reaction is a panicky condition of utter demoralization, during which you can sign him up for almost any amount. The scriptural injunction of heaping coals of fire on your enemy's head is one of the salesman's safest guides. A man whose rage has evaporated because he found nothing to fan it into a flame is one of the easiest prospects one could ask for.

"Try the silent cure on the next boor you meet. You'll find that it is a deadly attack."

CHEERFULNESS

(By H. S. Jenison.)

Good cheer was not designed to be displayed only on special occasions, put on and taken off like one's Sunday suit. On the contrary, it improves with everyday use, smoothing progress through life even as a lubricant upon the bearings of an engine. The Good Book speaks of the oil of praise for the garment of heaviness.

It is unfortunate for a man to take himself so seriously as to wear an expression indicating that his religion does not agree with him. "A cheerful heart doeth good."

Books which demonstrate the gospel of good cheer, and people who radiate it, are an inspiration. We are not so constituted as to rise to the height indicated in the injunction of the great Apostle—"Rejoice always"; but temperamental conditions can be enhanced by making the attempt.

"Build for yourself a strong box,

Fashion each part with care;

When it's strong as your hand can make it,
Put all your troubles there.

"Hide them from sight so completely

That the world will never know half,

Fasten the strong box securely,
Then sit on the lid and laugh."

The malady of complaining is as contagious as mumps or measles, and as undesirable to have in the family, one member of whom coming to breakfast in the "Slough of Despond" casts gloom like a dense fog over the entire household; and no matter how good the meal, it is rendered unenjoyable as a repast of dry bread and water.

The dissemination of gloom via the letter route is also reprehensible and a misuse of postage. Mental sunshine should be sent the boys in camp and on the firing line, through the medium of cheerful messages from home. Pessimistic letters are depressing to the one who indites them and disheartening to the recipient. Better cut out the wailing, and express pride in your boy for doing his part to help set the world free and make it a safe place for you and others.

Your window is your store's face. A clean-shaven face appeals—so with a window. An unclean window, dirty, untrimmed, will drive business away.

A DECISION WHICH KILLS PLAN OF FIXING RESALE PRICES BY CONTRACT BETWEEN SELLER AND BUYER

(Copyright by Elton J. Buckley)

Having in mind a decision handed down by the United States Supreme Court a few days ago (*American Graphophone Co. vs. Boston Store of Chicago*), I am warranted in asserting that the plan by a manufacturer or other seller of merchandise of forcing his buyer to hold to a certain resale price, this being done to prevent cutting and to stabilize the market, is, in this country, dead. Under the decision I refer to any such scheme as that, whether done under cover of a patent or in connection with ordinary merchandise, is dead before it is born.

In the case I name, the American Graphophone Co. is a manufacturer of talking machines and records. It had the same ironclad selling scheme which the Victor Co. and many other concerns had, viz., one reciting that a sale of machines and records was made upon the sole condition that the buyer should resell at certain prices only, and that if he didn't the seller should have the right to step in and take away all the goods he had on hand. There was also a provision about being responsible for damages. The contract contained a lot of legal strings which were suppose to compel the buyer to sell at the one price, or suffer the seller to do all sorts of harsh things to him.

The Boston Store of Chicago, a department store, bought some goods from the concern named, under this kind of a contract. As soon as it got the goods it cut the price of records and advertised the cut. The Graphophone Co. brought suit for injunction, claiming that the cut was a violation of the contract, and that the cutting of the price caused it irreparable damage. The United State court that heard the case refused the injunction, and the Graphophone Co., with its whole selling scheme at stake, appealed to the United States Supreme Court. This court a few days ago handed down a decision to the effect that contracts seeking to empower a seller to dictate the resale price of the article sold are not legal, and the court will not enjoin their violation, even though the buyer got his goods upon the express condition that he would not cut the price; also without regard to the injury which the cutting may do the seller's business.

The United States Supreme Court, in this decision, which is too lengthy to reproduce here, says that it is already on record in decisions that a seller of merchandise cannot interfere with the resale price of goods which he has sold outright; that contracts to this effect are void because in restraint of competition; that this is so both of patented and unpatented merchandise, and that all the law laid down in these other decisions on these points applies to the

Graphophone case. It takes up some little arguments that the Graphophone Co. had put up to show that the law of the other cases didn't apply to this case, and pricks them as if they were soap bubbles. In fact, it leaves the whole scheme of price-fixing by contract between seller and buyer, as dead as a door nail. It can never legally be attempted again unless there is some new legislation. This legislation the American Fair Trade League has been for two or three years endeavoring to get through Congress, but without success or the apparent chance of success.

Under this decision the seller of an article who wants to keep the cutter from slaughtering it, has only two ways left in which he can do it:

First—He can refuse to sell the cutter himself, but under certain United States court decisions (not the Supreme Court) he cannot compel his other buyers to refuse to sell him. If a cutter whom he has refused to sell gets goods from somebody else and cuts them, the manufacturer is helpless.

Second—He can stop selling altogether and appoint his former buyers as his agents to distribute goods for him on a commission. Such a distribution plan can be easily worked out; of course, it is more troublesome than the sale plan. But it gives the original seller absolute control over terms and prices until his goods reach the consumer, which no other plan now possible under present law in this country can do.

The cutter, under recent decisions, can come pretty close to doing as he pleases with goods he has bought.

TOO BUSY TO READ

A young man recently said he was "too busy to read." He had come to ask advice. "Are you

Too Busy to Read

of business methods that will help you do your work better? Are you

Too Busy to Read

up-to-date articles that will keep you in touch with men in your line and things of today that concern your welfare in business Are you

Too Busy to Read

the world's best humor that will help you keep sweet and contented? Are you

Too Busy to Read

about the men who do things the way they do it as well as about the pitfalls and dangers which lurk about the man who is not careful? Are you

Too Busy to Read

literature that will inspire you and lift you beyond your present world?

Then I am sorry for you, and I am too busy to try to help you."

Worthy Sons of Worthy Sires

A successful merchant recently said: "One of the fine, splendid things that I like about **HARDWARE WORLD** are the articles that appear in your pages about manufacturers. You don't know the inspiration and encouragement I have gotten out of some of these articles. When I am selling a manufacturer's line, I like to see what he looks like. Through the pages of the **HARDWARE WORLD** I have come to feel I know many of the manufacturers, whose photos you have used, and about whom you have told us something. Your publication seems to have the personal touch in a way that is lacking in others. You know we don't have the opportunity of personally meeting the manufacturers whose goods we sell, but the **HARDWARE WORLD** has always done the next best thing in letting us get acquainted through its pages."

Yes, and that is typical of many similar expressions and while most manufacturers do not wish to appear in the limelight, and are usually most modest when it comes to personal publicity, yet the **HARDWARE WORLD** would be lacking in its duty and obligation to the trade generally if it did not continue its policy of letting its readers meet manufacturers whom they would not have the privilege of meeting in any other way.

Of all the manufacturers with whom we have come in contact there are none who are more reticent or modest than those responsible for this trademark, and yet back of it is an institution which for almost fifty years has been adding each year to its prestige, so that on any article bearing its imprint, it has come to be recognized as the "sterling" mark is to silver.



It has not been the aim of the Vaughan & Bushnell Mfg. Co. to have the largest institution of the kind in the world, to annually add new factories and plants to their equipment—commendable as these things may be—rather their aim has been to develop along more conservative lines, to build more securely and to be fully content to devote their efforts to seeing just how good an article could be made rather than how many.

It was in 1869 that Alexander Vaughan and L. M. Bushnell founded the institution bearing their name. Their sons, Sanford S. Vaughan and Charles E. Bushnell are continuing the establishment of their fathers along much the same lines as their ancestors would, who early instilled into them the importance of merit and quality.

Their early life was spent in learning the business in the office and shop. Experience in merchandising lines was also found advisable for Mr. Bushnell, and for awhile he was connected with one of Chicago's jobbing institutions. About twenty years ago he joined the organization and has paid particular attention to the financial end of the business, serving as secretary and treasurer.

An Authority on Tool Making.

Sanford S. Vaughan, who was likewise born near the site of the present establishment, had a somewhat similar training in the office and factory, giving special attention to the manufacturing end of the business, and is recognized as an authority on tool making.

There is nothing like having someone directly in charge who has more than the usual interest for perpetuating the name of the institution, which was the pride of their fathers. Just as the Senior Vaughan and Bushnell passed the business on to their sons, so their sons have a pride in wanting to hand down to their posterity an institution the quality and reputation of whose products could not be surpassed, hence from the raw material to the finished article it has been their constant aim never to sacrifice quality for anything else.

There will always be a demand for fine tools. It is the old story, so well expressed by E. C. Simmons of the "recollection of quality always being remembered when price is forgotten."

Another Handsome Man.

We are sorry that we have not a photo of Mr. Bushnell to accompany this item, but can assure **HARDWARE WORLD** readers that he is fully as handsome as Mr. Vaughan on the opposite side of this page.

But to atone for this omission there is equally as handsome a man in the person of their sales manager, Irving S. Kemp, who has been identified with the institution for a number of years.

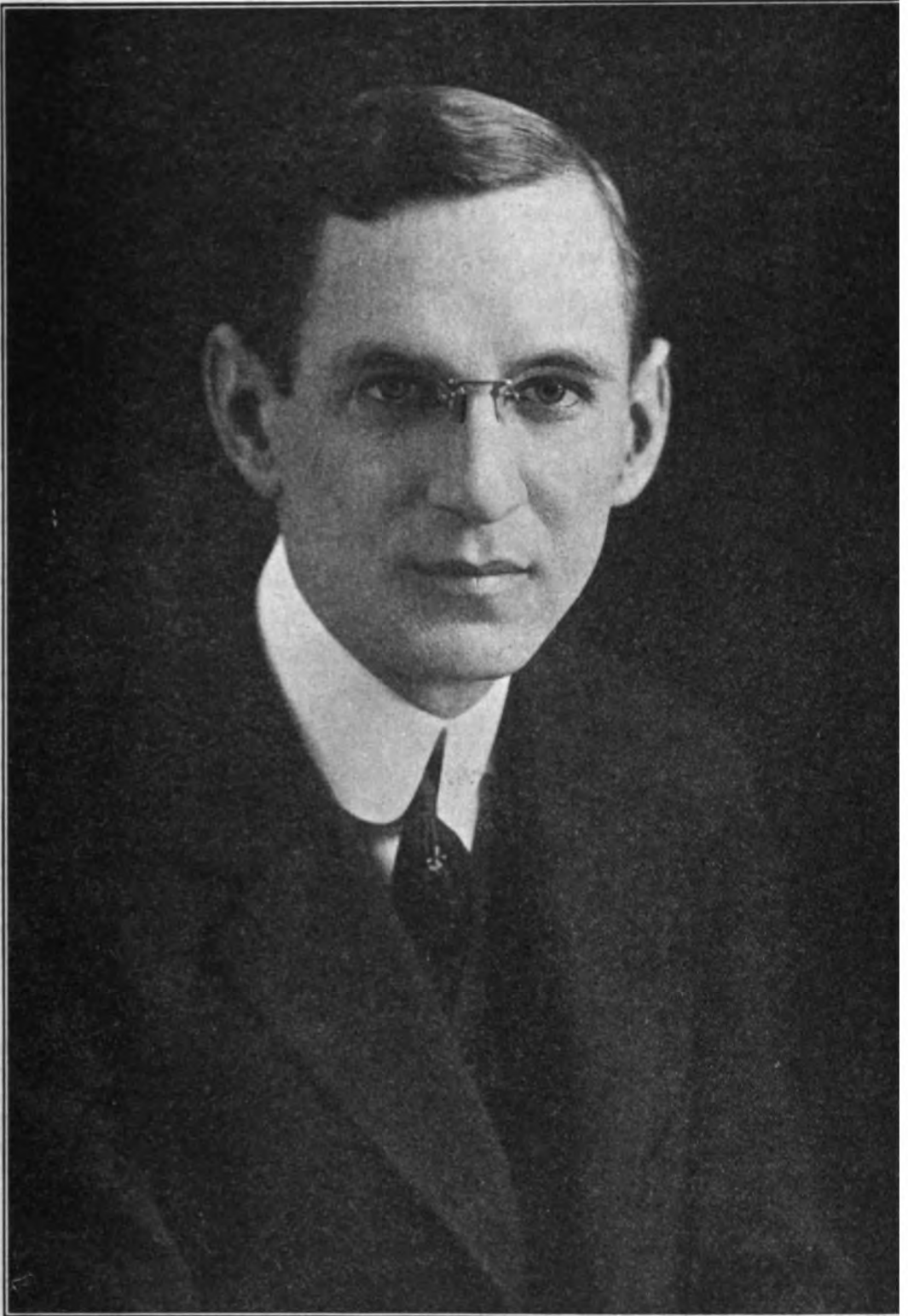
There is always an "affinity" between men of similar ideals. In your boyhood you probably heard it expressed as "birds of a feather flock together" and doubtless that is the reason why Mr. Kemp is identified with the institution today. Outside of his own immediate household there is nothing he takes so much pride in as selling Vaughan & Bushnell tools. We presume there is hardly a jobbing institution in the country with whom Mr. Kemp does not enjoy personal acquaintance, and there is no one more welcome than he. His early business experience was with his father, a well known manufacturers' representative, but it is in his present relations with the trade that he has become so favorably and widely known.

In the far west Vaughan & Bushnell have always felt that they were fortunate in having as their sales representative, The John T. Rowntree Co. It is said there is not a more efficient or better informed selling organization in the country.

Those of our readers who have not had the opportunity of meeting Messrs. Vaughan, Bushnell and Kemp personally will be glad of the opportunity of knowing two of the men who have much to do with this organization, and those who do know them will be glad to see them again face to face in this way.



SANFORD S. VAUGHAN
President Vaughan & Bushnell
A Reference to Whose Institution Appears on Previous Page



IRVING S. KEMP

Sales Manager Vaughan & Bushnell Mfg. Co.

Who Also Helps to Maintain the Prestige of V. & B. Tools

Could You Do It?

"Develop a Business of Over \$100,000 in a Town of 250 Population."

THE DEVELOPMENT of an exclusive retail hardware business of \$100,000 yearly in a small town of only 250 population in this day of keen competition is no small task. It takes lots of hard work. It takes a great deal of time and thought spent in working out new and up-to-date business-getting ideas and business-holding methods.

Especially is this so where the town is located right in the midst of a half dozen good cities, none of which are more than fifteen miles away and with excellent roads running into them. But nevertheless this has been the rec-

These have been:

- (1) Carrying full lines.
- (2) Holding to sound prices through thick and thin.
- (3) Using sales plans that push hard for trade and hit at mail order house competition.
- (4) Records that show just what every department is doing.
- (5) Systematic method of stock keeping.

Believes in Carrying What People May Need.

The very first principle of Mr. Hardy's success has been due to the fact that he always

carried a full line of hardware, thereby enabling him to make every sale that comes his way and to eliminate any lost sales through an insufficient stock.

Mr. Hardy also religiously adheres to the one-price policy. Every article in the store is marked at a price to insure a legitimate profit, and you must either pay that price or leave it alone. No favoritism is shown to anybody, and no matter if you be the biggest or the smallest buyer you get the same price.

Mr. Hardy follows

the market as closely as possible, whether it be up or down.

Follows Market Closely.

Just as soon as he learns of a change in the price of any article in stock he immediately changes his retail price to correspond with the market value. He firmly believes, and rightly believes, that every time you sell an article at retail for less money than it will require to replace it you have lost money no matter what you may have paid for it.

Catalog Houses Don't Frighten Him.

The mail order house competition is no terror to Mr. Hardy. The methods he has employed has practically driven mail order competition out of his community. Mr. Hardy employs two canvassers who make regular trips through a wide territory surrounding this community. Through them the store keeps in



ord of W. H. Hardy & Son, of Markleville, Indiana.

This little village of Markleville has all the stage settings that are supposed to be the death of small communities. Such cities as Anderson, Muncie, Indianapolis, and New Castle are all within easy reach by automobile. Competition from the large mail order houses is big, yet in spite of these facts, Mr. Hardy has succeeded in building up a very successful business.

It is rather a difficult task to undertake to set down all the things which have contributed to the success of Mr. Hardy's business, and give to each its share of commendation. This is rendered a difficult task owing to the fact that the success of this store depends upon a hundred different phases, all of which have played a very important part in building this business to its present volume. But there are a few high-lights which have contributed more than all the others in the success of this store.

touch with every family within a radius of twenty miles.

They know just as soon as a new family moves in. They keep in close touch with the needs of every farmer and by making regular trips to the homes of every farmer within the community they don't give the mail order house a chance to get hold. The courtesy of these outside representatives together with the splendid service rendered by the firm has built up a large patronage.

Mr. Hardy is also a firm believer in advertising and while the town does not support a newspaper, he relies upon circulars and printed price lists, which are sent out regularly to a large list of customers.



Every Spring Mr. Hardy Holds an Annual Opening.

This is one of the events of the town and from 1500 to 2000 people are drawn to the store upon these occasions. These events are usually held after the spring stock has been received. Everything is arranged in an attractive manner and demonstrators are on hand to show the goods. To advertise this occasion Mr. Hardy uses circulars and also offers prizes to stimulate

interest. The circulars used announce the opening and the date upon which the opening is to be held, together with a list of prizes offered. At the bottom of the card is space for entering name and address.

This Is Important.

On the back of this circular is a list of articles on which the holder is requested to check all articles that he will need that season. During the demonstration tickets are given out bearing a number and these dropped into a box and each day a drawing is made and the winner is given the prize. A special offer is made for the return of these circulars with all articles checked on the back which they will need during the coming season. This gives the store a line on prospects and their wants and this information is taken care of by the canvassers. During the demonstration last March on the two days of the opening the following prizes were distributed:

First Day — One washing machine, one



electric lantern, one set of silver knives and forks, one feed basket.

Second Day—One rubber tire buggy, one repeating rifle, one set of buggy harness, one aluminum roaster, one copper tea kettle.

The store is departmentized and each department's sales are kept separate. The sales slips are printed so as to indicate from which department the sale is made. With these records Mr. Hardy knows just what each department is doing. If any line is not making the proper showing he gets behind it and boosts it up if that is possible.

Won't Allow Stickers to Accumulate.

He knows just how long a certain article has been in stock and when he feels it has been in stock long enough and that it was time it was moving he puts a price on it that will move it. He doesn't allow any stickers to lay around, if he can't get the full price out of them he gets what he can and uses that capital to invest in other goods.

It will be noticed that Mr. Hardy believes in a systematic method of stock keeping. On both sides of the store, running the entire length, are up-to-date cabinet cases with sampling doors upon which the stock is displayed. Each article is marked in plain figures.

With this method of stock display the customers can pick out their goods, getting the thing they want without any trouble; it has also been the cause of more sales, for when a customer comes into the store he will notice the goods displayed and will often times look around and will see extra articles which he wishes and will make extra purchases, where had the goods not been so well displayed they would never notice these articles and go out without making any extra purchases.

In 1916, realizing the opportunity connected with the automobile industry, Mr. Hardy erected a garage; this building is modern in every respect, being built of brick and having every modern convenience. This building is 46x106 feet, and while he does not handle automobiles, two men are kept busy here all the time doing repair work.

I might also add that the store building was erected in 1914 because his former quarters were too small for his fast-growing business and in order to take care of it right he was compelled to build. This store building is 44x106 feet, costing better than \$12,000. This building is equipped with every modern convenience, having an electric equipment for fur-

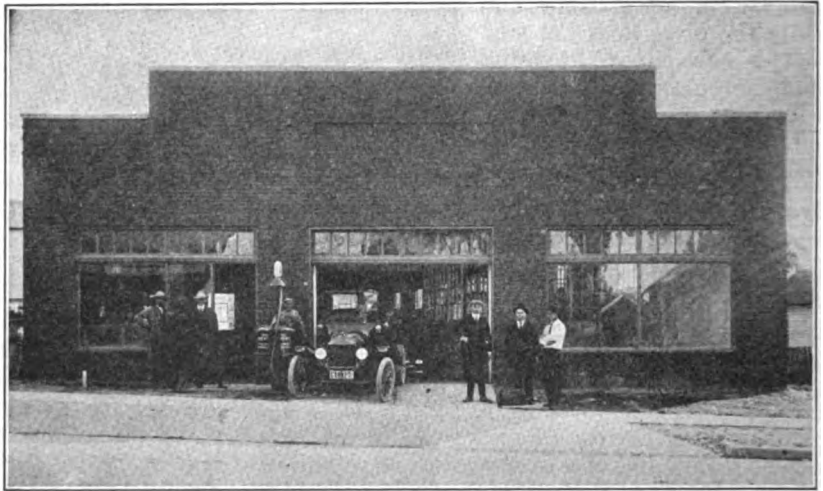
nishing light for the store; also operating an electric elevator and water supply. This building is also equipped with a hot air furnace and a fire proof vault. Mr. Hardy keeps eight men employed to handle the business connected with the store, and they are always busy.

While Mr. Hardy has accomplished a remarkable record, he has in nowise reached his limit.

Now you, Mr. Merchant, Mr. Hardy has no monopoly on his methods. We have told you sufficient for you to have a splendid understanding of how he has succeeded.

We will venture he has more competition and worked under greater difficulties than the average merchant.

You can do as well if—IF—you will dili-



gently apply the same principles. But no one can do it for you.

Mr. C. E. Shields, president of the Rock Island Manufacturing Company of Rock Island, Illinois, who has been touring the Pacific Coast, spent several days recently at the office of the John H. Graham Company, San Francisco, their sales representatives in the far west.

The Girl: "Ai suppose this wah is the most feahful struggle the world has evah seen?"

The Man: "Oh, I don't know. I once saw two Jew burglars trying to take money from a Scotchman!"

Desire to take something that doesn't belong to one is at the bottom of most wars. Selfishness is the root of all evil.

Your window is a big asset for you. Are you capitalizing it? You should.

When we call a man a brick we don't mean that he is made of common clay.

THEY WERE HUNS THEN

An interesting bit of history has been gleaned from the Fortnightly Review of February, 1871, which was shortly before the surrender of Paris. Its author was Frederic Harrison, a man of high repute and a writer of strict veracity, still living. He said:

"Every village they (the Germans) have passed thru has been the victim of what is only organized pillage. Every city has been practically sacked, ransacked on system; its citizens plundered. Its civil officials terrorized, imprisoned, outraged or killed. The civil population have been, contrary to the usage of modern warfare, forced to serve the invading armies, brutally put to death, reduced to wholesale starvation and desolation. Vast tracts of the richest and most industrious districts of Europe have been deliberately stripped and plunged into famine, solely in order that the invaders might make war cheaply. Irregular troops, contrary to all the practices of war, have been systematically murdered, and civil populations indiscriminately massacred, solely to spread terror. A regular system of ingenious terrorism has been directed against civilians, as horrible as anything in the history of civil or religious wars. Large and populous cities have been, not once, but twenty, thirty, forty times, bombarded and burnt, and the women and children in them wantonly slaughtered, with the sole object of inflicting suffering. All this has been done not in license or passion, but by the calculating ferocity of scientific soldiers."

This might have been written of the army of 1914; it might be a record of every step of the German progress since that fateful summer, but it is the story of nearly fifty years ago. How blind our statesmen and leaders were not to have known and prepared. It might have referred to Louvain, for example, the story of whose barbarous destruction is so graphically told by Brand Whitlock in his description of the ruin of Belgium.

THAT DAY DO WE REALLY BEGIN TO LIVE

As children, and as "young folks," our thoughts are centered solely on self. We figure only on our good times, our ambitions, our success.

But as we grow older and assume the responsibilities of life our ideas change.

We learn that our own success turns to dust in our hands if we do not have the confidence and respect of our fellow-men. We learn that our neighbors respect us and have confidence in us in direct proportion to the helpful interest we display toward them.

We learn that we get out of life only that

measure of confidence and respect which we put into it.

And the day we learn that, the day we begin looking around for things to do to help others along the rough path of life—

That day do we really begin to live!

TRUTHFUL COURTESY BROUGHT HIM THE BUSINESS

Here's an actual experience of a certain mid-Western small town jeweler. Its needlessness to add that he does the best jewelry business in his town:

"When I first started in the jewelry business I worked for a man who could see only the dollar of today. He could not see the advantage of building for future business.

"One day, while he was busy in the back of the store an ordinarily dressed man about sixty-five years old, came in. My employer did not think there would be a sale of any account, so he did not come forward, and the customer was left to me.

"The man had recently purchased in a neighboring city a fine gold watch. He thought he had been cheated because the watch was not running. I looked at the watch and saw at once it was all right, he had forgotten to wind it. I told him the truth. I did not keep the watch just to run up a repair bill on him as I easily could have done.

"When he'd left I supposed I wouldn't see him again. My employer was very angry about the way I had handled the matter. He thought I should have taken the watch, 'regulated' it and charged for repairs.

"I had forgotten all about the incident. One day while I was busy the same old man and his wife came in. My employer started to wait on them, but they surprised him by asking for me. They said if I was busy they would wait, and I had told them the truth once and they could depend on me to do it again.

"Their daughter was to be married in a few days, and they bought a bill of over \$200 cash for me. They have been among my best customers ever since.

"You bet, truthful courtesy pays in any business."

Sign observed in hardware store window:

"Everything for shaving—cut prices."

Suggested extensions of the principle:

Brooms and mops—sweeping reductions.

Great mark-down in pencils!

Slaughter sales of livestock today.

Soap and scrubbing brushes—clean-up sale.

Most "conversation" about books consists of telling each other about the books you have read which the other fellow hasn't.

Plan and Think

(By Jacob H. Newmark in Automobile Business)

YOU must meet business half-way. You must go out and find it.

You are not going to get the maximum results if you sit in your office and expect all of the business to come to you.

Remember that as each new day brings with it new desires, hope and ambition, so does each new day bring into view new automobile purchasers.

New business is created with the birth of each day and you are entitled to some of it. Go out and get it.

That is why salesmen should work the whole year. Many of them seem to think that there are certain times when it is almost impossible to interest a prospect. They are wrong. This is imagination, and, of course, they weaken themselves by thinking that way.

Just make up your mind that you are going to do business in dull times. And you will invariably do some.

Think in the positive, not in the negative. Positive thoughts bring results. Negative thoughts bring zero—but that's what you invited and that's what you get if you think that way.

Not only think, but act. When you think the duty is only half performed. Your thinking will not do much good unless you act. When you have an idea, act on it. Do not allow it to cool, for if you do you will quite likely lose your enthusiasm and, eventually, forget it.

The resourceful man will win when the man who refuses to use his brain will invariably fail.

This is one of the most important things in business life. Cultivate resourcefulness. Exercise your brain each day. The brain, like any other part of your body, will waste without use.

Remember that the brain grows—the more you give it to do, the more it wants to do and the more it is able to do.

The resourceful man will do business when others complain that it is dull. The resourceful man finds a way, because he believes that he can do certain things, and this confidence helps him to accomplish his desires.

The man who starts out to accomplish a certain thing, does it—if he makes up his mind he is going to do it.

The man who wins in business knows all about his business. And, if he doesn't happen to be the "top notch" in his town, he patterns after the man who is. Study the most successful dealer you know.

The man who wins, plans the work of the men under him—he keeps them busy—he in-

spires them—helps them. And the man who wins leads his men—you must set the pace.

And if you have ever noticed, you have found that the successful man is invariably the enthusiastic man. He has enthusiasm. He has imagination. He has optimism. He has faith. And he is cheerful and happy.

The man who wins, sees to it that each person entering his front door is courteously received and that he takes a good impression away with him. The more people you know, the easier it is to do business and the amount of business you do will depend on the number who have confidence in you and your organization.

Every day should see some movement toward getting some amount of new business.

That's the way to grow.

Somewhere, some place, it is waiting for you. But it remains for you to reach out for it.

And you should figure that every effort you make, even if it isn't productive immediately, is a move toward the future development of your business.

And that is the important thing to remember. Little things done each day count up in the long run.

But the thought to bear in mind is to create something each day, to add something to your total business.

And the best way to do that is to think. A little thinking will show you the way to new business.

Try it today. One thought will lead to another and, before you know it, ideas will be piling on each other so fast that you will have material a-plenty to work with.

You never need to be out of ideas—not if you think.

And the more you think, the easier will you find it to plan for more business.

The thinking man wins. He cannot help but win, because constant thinking helps one to reason clearly and correctly and by this method he arrives at a basis of action that will prove helpful to his business.

Emerson said: "Nothing great was ever accomplished without enthusiasm."

And it is true, too. Without it we are lost, and with it we can accomplish wonders, for it turns failures into successes.

Couple enthusiasm with faith and persistency and no one can stop you. The enthusiastic man always lands on top.

This type of man thinks—plans—acts—he finds a way of doing things. And he is never down-hearted—he hasn't time to be, for enthusiasm keeps him up—and keeps him busy.

Has it ever occurred to you that Monday is the most important sales day of the week?

Monday should be the big day of the week, because it follows Sunday.

On Sunday, nearly every car owner is out driving and those who do not own a car are out walking.

Have you ever noticed how each one walking gazes at the cars as they whiz by? It seems a natural thing to do, too.

Those who are walking would like to be riding. And thus it is that on Sunday people long most for a car.

And so on Monday get after your prospects with determination.

You will find them in just the proper frame of mind—some of them may have been in the parade walking.

Try it next Monday.

Get in touch with a number of the "hottest" prospects who have never owned a car and you will find that Sunday has put them in a closing mood.

WALLACE ROWE, PRESIDENT OF PITTSBURGH STEEL COMPANY, RECOVERING

Mr. Wallace Rowe, president of the Pittsburgh Steel Company, has been very ill for some months. His many friends all over the United States and Canada will be delighted to learn

that he is rapidly recovering his accustomed health. He is now at Atlantic City, where it is hoped the sea breezes will restore him to his usual robust health.

Mr. Rowe is accompanied by his family, which is an assurance that he is receiving the best and tenderest of care.

KEEPS DOWN COMPLAINTS

This Kipling-like verse is sent by the Peirson Hardware Co., Pittsfield, Mass.:

To Our Patrons

Keep your temper, Gentle Sir,
Writes the manufacturer.
Though your hardware's overdue
For a month or maybe two
We can't help it, please don't "squeal."
Can't get iron, can't get steel,
Can't get shafts, or plugs or coils
Can't get lubricating oils.
So our hardware we're afraid
Is a little bit delayed.
Still you'll get it, don't get vexed,
Maybe this month, maybe next,
There's no harm in hoping so;
Keep on hoping, don't say die!
You will get it by and by.

Time heals all wounds; and softens all homeliness—to one's friends.



PEXTO BOOTH GOOD ILLUSTRATION OF WELL BALANCED DISPLAY

Note particularly the accompanying illustration. It is a good example of a well balanced display. It shows how attractively a booth can be arranged despite the breadth and variety of articles to be given prominence.

The Pexto booth, usually well handled, was exceptionally impressive at the Pennsylvania and Atlantic Seaboard Hardware Association and the New York State Retail Association joint annual convention and exhibit at Madison Square Garden, New York City, February 12th to 15th.

Many visitors were entertained by the Peck, Stow & Wilcox Co. representatives, and much present and prospective business lined up.

How One Salesman Learned His Lesson

THE DAY seemed unusually dark and dreary to Burke as he gazed abstractedly out the window. Not once had the sun broken through the solid mass of clouds which hung threateningly overhead.

And the day was remarkably in keeping with Burke's mental condition. Ordinarily, he would not be considered an envious individual, but it seemed to him that unquestionably he had been wronged; that he had not been given a square deal. Had he not given eight of his best years to the Jackson Hardware Co., the largest retail establishment of its kind in the state? Had he not served them faithfully? Had he not at all times looked after their interests to the best of his ability? Why, then, when a man was needed to take up the responsibilities of head salesman, had he not been selected? Certainly he was the logical man for the job. It was neither right nor just that this position should be usurped by one who had been with the firm only four years.

Burke was now getting a salary of \$15.00 a week, just \$3.00 more than he received at the time of entering Jackson's employ. Lawson, the new head salesman, had been with the company only a little over two years when he was placed on an equal salary basis with him. This seemed to Burke a little inconsistent, but he bore it all without a murmur, for he had a family to support, and could not afford to take chances on telling the boss what he thought of him. But now, when this one position which he had so long coveted and which he had thought was safely within his grasp, was given to another, it was too much. No matter what happened, he would now see Mr. Jackson and have a talk with him. He had fully intended to take the matter up the first thing that morning, but he somehow quailed at the thought of a clash with his superior, and kept putting it off from time to time until it now lacked only an hour of closing time, and Mr. Jackson might be leaving his office at any minute.

He Finally Had It Out.

"Well, I'll see him now, and have this thing out," he muttered finally, and gathering himself together for the supreme effort, walked rapidly in the direction of Jackson's private office.

Burke tried to assume an attitude of perfect composure, but his voice quaked noticeably as he informed his chief that there was a little matter he wished to speak to him about, if he could spare a few minutes. He was reassured somewhat when Mr. Jackson wheeled around in his chair, and in no unkindly manner, requested him to speak.

"I understand that Lawson has been chosen as head salesman," began Burke, quite steadily now, "and, while I don't wish to mix in your affairs or question your judgment for a moment, yet I was greatly disappointed, for I naturally feel that I should have had first chance at that position, in view of the fact that I've been with you so long and have endeavored at all times to give you the very best that was in me. As you know, I'm getting to an age where I must begin to think seriously of the future. I must get out of the rut soon and become something more than an ordinary clerk, or I'll be too old; besides, \$15.00 a week, you know, is a rather small salary on which to keep a family."

"Mr. Burke, I expected to be called on for an explanation as soon as you learned of my decision in this matter. I'm glad of an opportunity to talk to you in this regard, for I want to make my position clear, and, if possible, eliminate any hard feeling you may have toward me.

"Now, Burke, you've been what I call a very good fifteen-dollar-a-week clerk. You earn your salary, but that's all. If I were convinced that you deserved an increase, it would afford me real pleasure to give it to you, but I cannot now see my way clear to do so, neither can I see where you've shown the qualifications that would warrant me making you head salesman.

"Bear in mind that business is a cold-blooded proposition. The successful business man must not let sentiment usurp the place of judgment. True, you've been with us a long time, and in some respects have been an excellent employe, always on time, always willing to serve and you're not a loafer, but there are other things that must be considered in selecting a man for this position.

His Weaknesses Brought to Light.

"Lawson has been with us not more than half so long as you, but he has shown marked aptitude in picking up the higher points of salesmanship. He has studied the profession thoroughly. He knows how to meet people; how to interest them and how to close sales. He has made his business a part of himself, and has prepared for the position ahead. He has learned from others, and has originated ideas of his own.

"Did you ever notice how he corners the traveling salesmen and asks them all sorts of questions about the selling points of their products? Do you know that he subscribes for trade magazines and that he takes them home with him to study at night?

"When he has spare time during working hours, he utilizes it in better acquainting himself with the goods he is selling. Many times I've seen him take a catalog or circular, seat himself in front of a stove, refrigerator or some other commodity and study the reading matter and the article together. In this way he equips himself with a knowledge that enables him to talk intelligently and convincingly to customers. Lawson brings more money into our coffers than any other man on the force, and naturally he's the man we feel inclined to recompense most liberally.

"As previously stated, you've been a hard worker, but you've not always put in your time in the most profitable manner to yourself and the firm. I've often noticed you doing a lot of odd jobs around the store which were not in line with your regular duties, and while I appreciate your industry, yet I keep an eight-dollar-a-week man to look after the rough work. The time occupied in performing his duties you should utilize to better advantage. The producers are the men who get the large salaries, always.

"Burke, you've made a mistake, but there's always a chance for the man who will profit by his errors and remember this one thing, 'Never make the same mistake twice.' Now, I'm telling you all this in a kindly spirit in the hope that it may help you in future, and I trust it will be received as it is given.

The Truth Was What Hurt.

All the way home that night Burke kept turning over in his mind the conversation with Mr. Jackson. He was forced to admit that his employer had told the exact truth, and he saw the matter now in its true light, but he knew, nevertheless, that it was going to be a mighty difficult task to go on in the service of the Jackson Company, especially in view of the fact that he would have to serve under Lawson.

Utterly dejected, Burke walked into his little flat that night and greeted his wife so indifferently that she immediately realized something was wrong.

"Hello, what's this!" he suddenly ejaculated, as he breathlessly tore open a letter addressed to him. The words, "Thomas Carey Co." appeared in the upper left hand corner of the envelope, and his heart leaped at the thought of what it might be; but no, he would indulge in no unfounded hopes that might be suddenly shattered. But a moment later he fairly leaped into the air. Scarcely could he believe his own eyes, but there it was in plain typewritten letters:

Mr. Thomas Burke,
Plainville, Ill.

Dear Sir:—Some time ago you made application with us for a position on our sales force. We re-

ceived favorable reports from your references, but heretofore have had nothing to offer.

However, a vacancy has now occurred in our ranks, and we will give you a trial at \$18.00 a week to start. Opportunity for advancement will depend largely on you. Yours very truly,

THE THOMAS CAREY COMPANY.

"A chance to start all over again, with a new company and at a larger salary," mused Burke. "By George, I'll take it! I'm not too old to learn and I'll not make the same mistake twice."

TWO FOR FIVE

The quick wit of a traveling salesman who has since become a well known proprietor was severely tested one day. He sent in his card by the office boy to the manager of a large concern, whose inner office was separated from the waiting room by a ground glass partition. When the boy handed his card to the manager the salesman saw him impatiently tear it in half and throw it in the waste basket; the boy came out and told the caller that he could not see the chief. The salesman told the boy to go back and get him his card; the boy brought out five cents, with the message that his card was torn up. Then the salesman took out another card and sent the boy back, saying:

"Tell your boss I sell two cards for five cents."

He got his interview and sold a large bill of goods.

To some "Home, Sweet Home" makes no appeal, because there are no adventures there.

"HARDWARE WORLD HAS PERSONALITY PLUS."

Editor HARDWARE WORLD:

Every time we receive an issue of the "Hardware World" we think it is the best issue you have ever gotten out. It seems difficult how you could improve upon it from month to month.

We confess we don't understand how you do it. There is always something in the "Hardware World" that appeals to us as no other magazine does. It must be the personality of the people back of it, who apparently inject so much of their own spirit and desire to make each issue better than the preceding, to put the hardware trade on a higher plane, to enthuse and inspire the younger generation of hardware men, that enables you to keep adding to your prestige.

We wish to tell you also we get a great deal of good out of the personal stories and life of the hardware men as you publish them from time to time.

Your last issue containing some half dozen or more was the best in our mind you have ever issued. We like to know some of the obstacles and difficulties some of the men at the head of such institutions have had to overcome. It not only serves to inspire us in our own business, but we know it is very helpful and beneficial to the entire trade.

Your manner of writing these up is something we have never seen equaled by any other publication.

ENTERPRISE HARDWARE CO.

Merely a Matter of Money with Morton

Who Was to Blame, Morton or His Clerk?

WILL MORTON thrust his head out of the door of the little office at the rear of his store and glanced up front. There were no customers in sight, so Morton saved himself the task of walking the length of the store by making use of the earliest form of "wireless."

"Al," he called, "come back here, will you?"

Al Johnson removed his gaze from the fascinating blonde who was passing along the other side of Main Street, and proceeded leisurely toward the back of the store.

"Come in and sit down. Also close the door," his employer directed as the salesman paused inquiringly just outside the office. Johnson obeyed directions, crossing one carefully creased trouser leg over the other, and leaning back until the chair rested on its two rear legs.

"All ready, sir," he stated cheerfully.

"Al, you are not worth the money I'm paying you," announced Morton calmly and without preliminaries.

If he had landed a torpedo squarely against the side of an unsuspecting liner, Morton could not have aroused much more consternation than this simple statement of his produced. The front legs of the salesman's chair hit the floor with a bang, and he was on his feet in instant protest. But at that, it was Morton who got in the first word.

"Sit down, Al," he said. "I'm not going to say anything I can't prove, and, besides, I have not mentioned any salary reductions yet, have I?"

"Bring on the proofs, then," was Johnson's answer, as he dropped back into his chair, "but don't give me another shock like that unless you want my lifeless corpse on your hands."

"Well, Al, I've known you ever since you were big enough to tie a tin can to a dog's tail—I know what you can do and what you can't. One thing I'm mighty sure of is that you can close more business than you have been doing lately. I've had an idea for some time that you weren't jingling the cash register bell very often, except to change somebody's ten dollar bill, but I couldn't tell for sure. In fact, up until a little while ago I haven't had any way of knowing what you fellows were doing in the way of earning a profit for the business. But the last time Ed Moon was here he gave me some ideas that I've been putting to work. They're some little ideas, too.

Every Salesman Must Pay His Own Salary.

"Here's the dope, Al. Of course you know the money I pay you comes out of the money you take in. You must sell enough to pay for the cost of the goods and your salary, and still leave enough to cover the overhead expenses on what you sell and give me a reasonable profit. That's fair enough, isn't it?"

"Sure," the salesman agreed.

"You can see, too," Morton continued, "that if you can't induce enough shekels into the cash box, I'm going to lose money on you. Every salesman is an investment. That seems like a heartless way to look at things, but I've got to keep that idea in mind if I want to stay in business.

"A man's salary can't be more than a certain per cent of his sales. If it is, he isn't selling enough to pay for the amount invested in him. This salary percentage is different, of course, for every store, depending on a good many different conditions. The average for hardware stores all over the country is between 9 and 10 per cent. In some places it is less; in others more.

He Had the Goods on Al.

"Now, here are the figures, Al, showing your sales for the last month, the gross profit on them, and your month's salary figured as a percentage of your sales. This is how I know I'm paying you too much right now. I might have guessed at it before, but there's nothing like having the facts."

Al took the sheet which Morton handed him. His employer watched him keenly, smiling at the varying expressions on the young man's face as the meaning of the figures became clear to him. Finally Al looked up and met Morton's glance squarely.

"I guess you've proved your case all right, Morton," he admitted. "My sales are a lot less than they should be. The joke's on me—I guess I sort of figured since my last raise that I didn't need to work as hard as the other fellows."

"Yes," added Morton slyly. "and I suppose your mind's been over on Holly street a good deal, too. I've heard about the way you've been wearing out old man Lane's parlor furniture."

"Well, perhaps that has had something to do with it," the young fellow returned, blushing a bright red.

"Now, Al," Morton said, "getting back to business matters, there are several things we might do under the circumstances. One of them would be to cut your salary to fit the amount

of business you are getting now, but I know what Mary Lane's ma would say if she found that out. I'd a lot rather keep on paying you the same amount and put it up to you to boost your sales until you are worth all you're getting, and more. You can do it, I know."

"You bet I can," Al agreed. "And what's more, I'm mighty grateful to you for putting the facts of the case up to me the way you did."

Morton Gets Down to Brass Tacks.

"From now on, Al, I'm going to have the facts about every man's sales on hand all the time. When he stops hustling, I'll have the figures to show him, and we'll try to find out what the trouble is. If he's the right sort, he'll brace up, just as you're going to do. If he gets sore and quits, he's not the kind of man I want working for me, that's all."

"There's another thing, too, about this business of keeping track of each man's sales. It works two ways. It not only rings the alarm bell when a man is loafing, but it tells me when he is getting the business, too. If his salary percentage gets below the average and stays there, that man has earned a raise, and he's going to get it. That's the only fair way to judge a salesman's value to the business. It has guesswork beat a mile."

"How do you get these figures?" asked Al. "It must be a lot of work."

How Morton Kept Tabs on His Clerks.

"It's easy," Morton answered. "I've been figuring them myself from the sales slips you fellows make out. You know I insist that you

put your initials on your slips, so that all I need to do is to sort the slips into piles and add up the amount of each man's sales for the day. I add up the cost of the goods each man sells from the cost marks on the slips—that's why about a month ago I asked you fellows to start copying the cost mark on your sales slips. Then I can subtract the cost from the selling price and get the gross profit on your business."

Morton Out O' Guesswork.

"There's going to be a girl bookkeeper with an adding machine in here before long to get those figures and a lot more—expenses, stock on hand, sales by departments as well as by clerks, accounts receivable and payable, and so on. I'm going to get a real look at the condition of my business every day or every week at the least—not once a year like I have been doing. I've figured what a bookkeeper's time will cost me, and I've figured what it has been costing me to blunder along by guess and by gosh, and I discovered that I could pay a girl ten dollars a week to get me this information and still be making a lot of money on the investment."

"Now run along, Al, and get busy. I've been talking longer than I intended to. There's old Deacon Seward looking at that separator again. Get out there and sell him one."

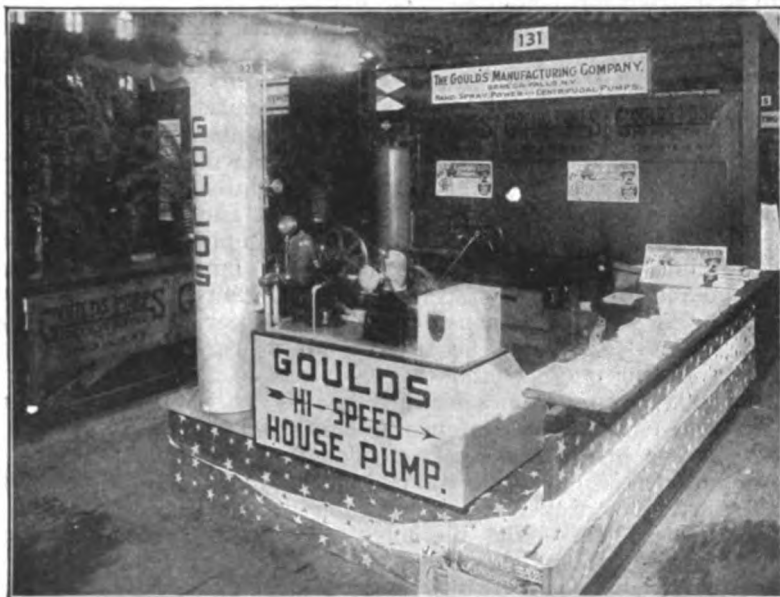
Half an hour later Al made his way back to the office where Morton was busily adding up figures.

"Here's the deacon's order," he remarked casually.

DEALERS CAN USE THIS IDEA FOR WINDOW DISPLAY

At the recent exhibit of the New York State, Pennsylvania and Atlantic Seaboard Hardware Assn., at Madison Square Garden, New York, the exhibit of The Goulds Manufacturing Company, who was the only pump manufacturer to exhibit, attracted a good deal of attention because of the two working exhibits of their new line of "Hi-Speed" Noiseless House Pumps, which were designed so as to show the dealer how to arrange a suitable working exhibit for his store window or display floor. The two outfits which are shown herewith consisted of the pumping outfit mounted on top of a metal-lined tank from which the pump took its suction, and discharged into a pneumatic tank of the size commonly used for hot water in a kitchen. From this tank the water was discharged through a faucet into the metal-lined tank underneath the pump.

These working exhibits not only illustrate the absolutely quiet operation of the "Hi-Speed" Noiseless Pumps and other details of operation, but when used as a window display create enough attention to draw into your store customers for water supply pumping outfits. More dealers each year are realizing the value of having in their stores exhibits of farm equipment. The Goulds Manufacturing Company will be glad to show any dealer who is interested in a window display of the "Hi-Speed" outfit, just how these two exhibits were constructed.



WHEN AN ADVERTISEMENT DOESN'T TELL THE TRUTH

(Copyright by Elton J. Buckley.)

"About a month ago I bought a certain store fixture from a concern in Ohio, dealing by mail entirely. They advertised this thing in a trade journal, stating that it had four different operations, and also stating 'guaranteed for life against all defects.' I had seen the advertisement before quite a number of times, always stating the same thing. Another representation was that it would cost so much per hour to run it by electricity.

"I tested the apparatus when it arrived, and found it not up to claim in several points. It really only has three operations instead of four, the fourth being almost impossible to work. They sent me a receipt for my money, in the upper part of which it says: 'Guaranteed against defects for six months.' And by actual test I find that the cost of operating by electricity is two and a half times as much as they said it was.

"Please advise me whether I have any way of getting my rights in this case. I had no particular correspondence with these people; the thing I purchased was completely described in the advertisement, and when I sent for it I ordered the one advertised in such and such a paper. E. K. K."

There is an important legal principle involved in this case, and in answering this inquiry, I will discuss it for the benefit of whoever it may concern. The principle is this:—

To what degree is a merchant or manufacturer responsible for statements which he puts in advertisements, catalogues, circulars and such matter regarding the quality or character of goods he is offering for sale?

The nutshell answer, though this will require explanation, is that if he is making specific statements regarding the quality or character of his goods, which he knows the buyer will probably rely on when he buys, his printed statements will be considered warranties and he will be held bound by them. If he is simply indulging in the extravagant laudatory language and opinion which every seller is permitted to use without responsibility—up to a certain point—then what he says is not a warranty and he is not bound.

I extract this from a leading case:—

"Descriptions or statements contained in written or printed invoices or advertisements are not necessarily or presumably warranties; they are more properly to be considered generally dealers' talk—and the burden is on the buyer to show that they meant more. It is a matter of common knowledge that dealers and traders make use of extravagant language in advertisements praising the quality of their goods, and the buyer cannot rely upon such representations and insist on them as war-
ran-

ties, unless other facts and conditions are proven such as are requisite in the case of verbal representations."

Statements in an advertisement can very easily constitute warranties, when they are so specific that the prospective buyer will naturally rely on them in making the purchase, or where they are evidently intended as a warranty by the seller, or where they state material facts relative to essential qualities of the thing advertised.

A very good case in point is that cited by this correspondent. The seller there put in his advertisement a complete description of his product. The advertisement was his salesman; the buyer would have to rely on it if he relied on anything. There is no doubt in my mind that the court would hold everything in that advertisement to be a binding warranty.

The same applies to all sales conducted by mail, where the description of the thing sold is conveyed through advertisements. In that, as in the above inquiry, all the talking is done by the advertisement, and therefore the talking must not mislead.

Here is the law right on this point from a New York case:—

"From examination of all the cases it may be safely ruled that a sample or description in a sale note, advertisement, bill or invoice, is equivalent to an express warranty that the goods are what they are described or represented to be by the vendor."

Of course, no buyer can hold a seller responsible for misstatements in an advertisement which he didn't see till afterwards. There are cases where a buyer bought something that didn't turn out as he expected. He hadn't bought through an advertisement, but subsequently he found an advertisement that made misrepresentations about the article, and this he tried to turn to his own advantage. The court has always ruled that as he hadn't seen or relied on the fraudulent advertisement he could not bring it into his case.

Any seller can safely express his opinion in an advertisement without making himself liable as on a warranty. But he must make it clear that it is only an opinion. In one case a manufacturer advertised at \$75 a patent store counter in these words: "Equal in quality of wood and workmanship to any counter sold by others at \$125." A merchant bought one by mail, but found it wasn't as represented either in wood or workmanship and they had a law suit. The counter manufacturer said, "Oh, that was only my opinion," but the court said, "Not at all. You went far beyond mere opinion and made a positive express statement which went to the quality of the counter, and which you could not but know would be relied upon." The "opinion" was held to be a warranty, and the counter man lost his case.

Here are a few advertising expressions which courts have held were warranties, binding the advertiser:—

An advertisement described a cooking utensil as "copper fastened." It was not copper fastened, but the seller endeavored to work out of it by pointing to another part of the advertisement, which said "to be taken with all faults." The court said the copper fastening was an express warranty.

In a piano catalogue it was stated "every piano warranted for five years." This was held to be an express warranty, without anything more.

A Pennsylvania man bought a wagon out of a mail order dealer's catalogue. It was No. 278, represented to have a certain kind of brake, and to hold so many people. The buyer found it wouldn't stand the strain of the number of passengers it was supposed to hold, and the brake wouldn't work the way the advertisement said it would. He rejected it and refused to pay, and the court said he was justified.

Notice one thing that runs through all these cases, viz., that the buyer must have relied upon the representations in the advertisement. That makes the law apply particularly to mail order advertising of any kind, where the buyer and seller never come in contact, not even through agents. And in my judgment, it does not apply anywhere near so strictly to cases where the advertisement was merely a bait to get a buyer to go somewhere and negotiate. For instance, a manufacturer advertises something in a trade paper, names his local agent and tells the buyer to go to see him and examine the article. The advertisement makes specific statements about the article, some of which are not true. The buyer goes to the local agency, sees the article, sees it demonstrated, tests it himself and talks at length with the agent. If the machine subsequently fails to make good all of the advertised representations, it would be exceedingly hard to convict the manufacturer, unless the agent in some way continued the misrepresentation. The court would likely hold that the buyer bought upon his own inspection and his own talk with the agent. In other words, he did not rely on the advertisement.

I think I should say to this correspondent that his remedy is to reject what he bought, notify the seller of his rejection and that the appliance is held subject to his order, and enter suit to recover his money.

A man in the course of an animated conversation, noticing that Mr. Wilson's eyeglasses were perched perilously near the tip of his nose, remarked:

"Your glasses, Mr. President, are almost in your mouth."

"That's all right," was the quick response. "I want to see what I'm talking about."

An Educator for the Merchant and Salesman

The advertising pages of the "HARDWARE WORLD" are one of the splendid educational features of it.

They serve as a persistent educator of the best goods, most economical labor saving appliances, best mechanical equipment and most profitable selling lines.

They give the talking points, the merits, the selling points, of the various lines that are usually handled by the hardware merchants.

In no other way can a merchant or a salesman get the points so quickly and so effectually as by noting our advertising pages.

It is always the man who is best informed of what is to be had, where it is to be gotten quickly and cheaply, what its merits are, that is the best salesman.

The knowledge gained from its advertising pages probably in the majority of cases, is acquired unconsciously and without mental exertion.

A dealer or a salesman is perhaps wholly unaware that he is getting a valuable addition to his general knowledge of merchandising and of the goods that he sells.

FUEL CONSERVATION IN OPERATING COOKING AND HEATING STOVES

Recommended by U. S. Fuel Administrator

To avoid waste of fuel and insure perfect operation of cooking or heating stoves or ranges, the following directions should be carefully observed.

Proper combustion of the fuel, especially soft coal, cannot be attained unless the stove or range is set to a flue large enough to provide the necessary "draft."

The minimum size of the needed flue or chimney is always indicated by the diameter of the pipe collar on the stove or range.

All makers of good stoves and ranges exercise great care to have all smoke outlets, as well as draft doors and the dimensions of the flues in the stove or range, proportioned exactly to the size of the fire box, which in turn is determined by the size of the baking oven on a cook stove or range, or the radiating surface of a heating stove.

To guard against excessive fuel consumption, the smoke pipe should never be reduced below the diameter called for by the circumference of the collar where it is attached to the stove or range, and the area of the flue or chimney should never be smaller than that of the pipe.

Not more than one stove or range should be connected with one flue or chimney.

To economize in fuel, the pipe should fit tightly into the flue thimble and be provided with a collar, and each joint should fit snugly over the next lower one.

Any opening, no matter how small, into the pipe or flue, above the stove or range, interferes with the draft and consequently detracts from the proper operation of the stove or range and furthermore results in a great waste of fuel, because it is impossible to extract all the heat units of the fuel unless it is used in a proper manner.

Much fuel can be saved by seeing to it that no currents of air are permitted to enter the stove or range when it is being used to cook, bake or heat, except through the fuel chamber.

All properly constructed stoves and ranges are designed to conserve fuel and are provided with dampers, slides or registers to assist in this purpose. It is an easy matter to comply with the above instructions and regulate them as they should be.

All openings in a modern stove or range above the fire, are intended as checks, except in the type known as "Hot Blast" stoves, which are constructed to provide air to the fuel bed from the top.

These "checks" are for use where slow combustion is wanted or to hold fire, for instance, over night in a heating stove.

The quantity of fuel to be used in a heating stove is necessarily regulated by the temperature and the capacity of the fire chamber, but

in order to get the full benefit of its heating power, perfect combustion is the first requisite.

In a cook stove or range best results in operation, that is cooking and baking, and the greatest economy in fuel are obtained by filling the fire box only two-thirds full of coal, not larger than egg size.

By opening the draft slides under the grate an extremely hot fire will follow.

While baking, when a slow, steady heat is needed, the draft opening under the grate should be regulated according to heat required.

Large lumps of coal should not be used in a cook stove or range because they prevent an "even" fire and the inner parts of large lumps do not come in contact with the needed air to produce perfect combustion, a large part of such coal passes up the chimney in the form of gas or sooty smoke.

Do not stir the coal bed with a poker or lift the bottom of the fire bed to the top. Poker should be used only to remove "clinkers"—which will not form if these directions are followed unless the coal is of a very inferior quality and "slaty"—simply shake the grates, with the implement provided for that purpose with all good stoves, to clear the fire box of ashes, thereby bringing down the fuel bed closer to the bottom and allowing room on top for the introduction of more fuel, as it may be required which should be evenly distributed in the fire box and not heaped up in one spot.

See that ashes are not allowed to accumulate. Clear the grates and linings by "shaking down." Empty the ash pan before it overflows—accumulated ashes will not only obstruct the free access of air to the fuel bed but are the immediate cause of linings and grates burning out in a short time.

With an ash pit filled to contact with grates, one hour is sufficient to cause the entire destruction of the heaviest and strongest grate.

To get the full benefit of the full heating power of any fuel burned in a stove or range it should be cleaned at regular intervals and all accumulations of soot and ashes in the flues, smoke pipe and chimney removed.

Soot is a better insulator than asbestos and with a thick coat of it around an oven it is next to impossible to get it hot enough to bake except by consuming far more than a reasonable amount of fuel.

Cracked lids and warped top plates on cook stoves should be replaced with new ones, the air that is drawn in through their openings interferes with the heating of the oven and necessitates the burning of more coal for baking.

These recommendations are made under the auspices of the U. S. Fuel Administrator.

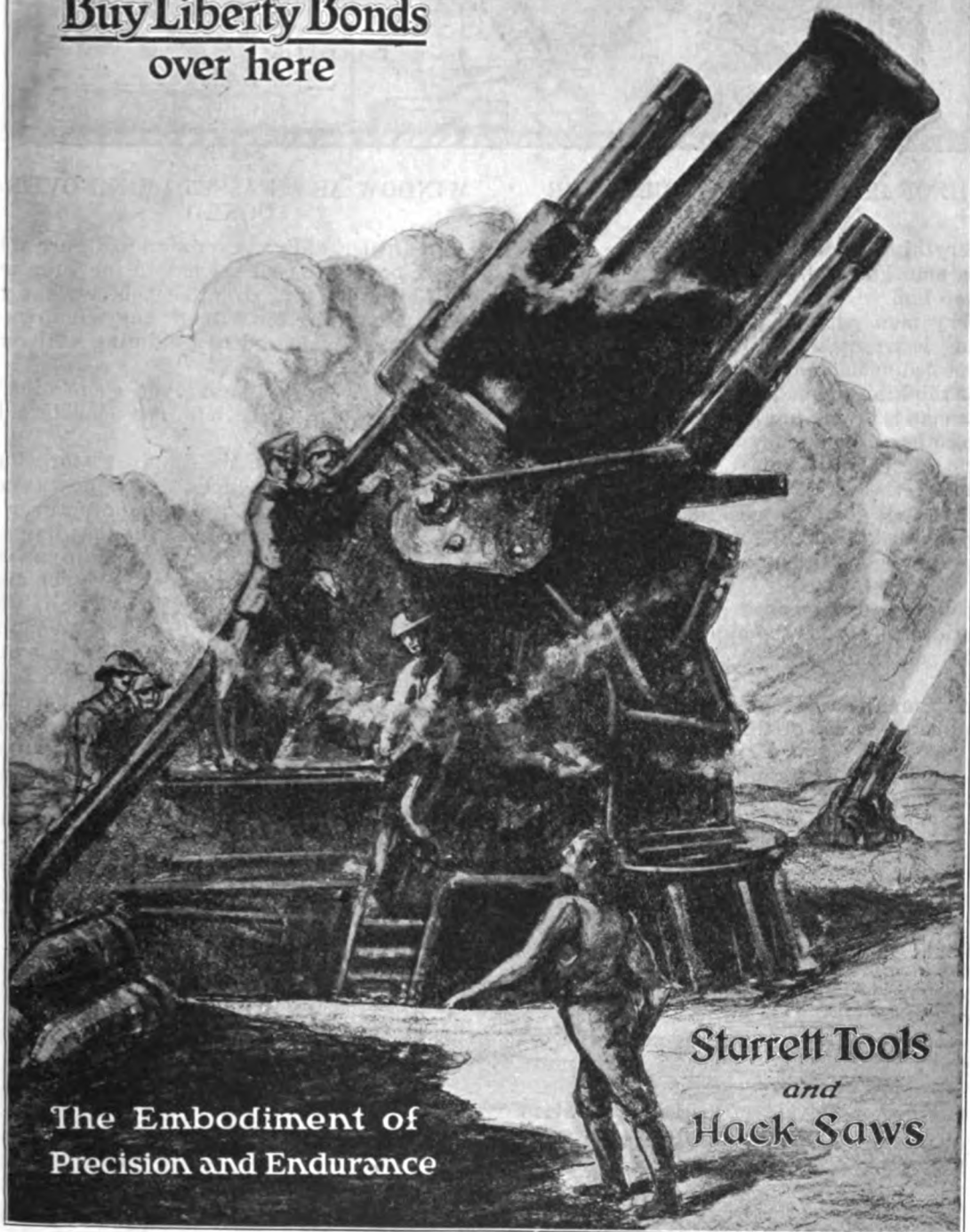
Their observance will

Save Coal for Uncle Sam

Save Money for you

Save trouble in operating your stove.

for over there-
Buy Liberty Bonds
over here



The Embodiment of
Precision and Endurance

Starrett Tools
and
Hack Saws



SOME OF HENRY FORD'S RULES FOR SUCCESS

Everything begins with thought.

If a man knows where he is going, nothing will stop him.

Every man gets what he deserves; if his thinking is wrong, he will lose out.

Most people make the initial mistake in business of thinking about the dollar.

If a man is trying in his business to serve the good of others, the money will come, it is bound to come; he can not fail.

One of the first things every man must realize, if he is going to succeed, is how little he can accomplish alone, the second is that everyone has some good in him and can do something well.

I believe in big business; the bigger the organization the bigger the opportunity for more men to contribute the special good in themselves.

Every man can do some one thing well, but no man can do a lot of things well at the same time.

In business there is no escaping the law of compensation; if you do a man a mean trick, you pay; if you do yourself a mean trick, you pay.

If a man worries, it is because he has done something that's not on the square or else because he hasn't thought deeply enough to clearly understand his problem.

Most people eat too much, and in consequence they sleep too much and don't think enough.

My advice to every business man is: work and read and think, and then work some more, and then some, but don't ever stop thinking.

Don't ever be afraid of criticism; criticism is the greatest educator in the world, if we will only let it be.

This war will be the test of us,
And kill some of the best of us,
But make men of the rest of us,
And leave no east or west of us.

WINDOW AS AN ASSET BEING OVERLOOKED

Mr. Dealer, did you ever stop to figure what you are paying in rent per month for your windows? Did you ever stop to consider what you can get a building for without any windows on the street, as compared to a building with windows?

The difference will give you some idea of what the owner of the building considers his windows are worth.

Do you realize that in the drug store business and in many other lines, the window is considered so valuable that the manufacturer of drugs cannot make a display in the druggist window without actually paying for the space—yet you, with many other dealers, are not making any use, or at least very little use, of your window space. If you had to pay \$40 a month for a man who did nothing at all, you would consider yourself abused, yet you pay this much and sometimes even more for window space and don't use the space.

Window displays, if properly arranged, neatly and attractively, are one of the big business getters. They center attention to your place, they brand it as one of the up-to-date establishments where anything may be purchased. If your prices are properly displayed with window cards, etc., and the prices are right, you soon establish a reputation of selling at reasonable rates.

AN ENTERPRISING MERCHANT'S EXPERIENCE.

Editor **HARDWARE WORLD**:

We have had marked success in handling automobile-accessories, including tires, lubricating oils and kindred lines. Just so far as we watch our markets and get after this business aggressively, persistently, following it up, just so far do we get results and this line is one that gives satisfaction and pleasure in handling, both for the dealer and consumer.

Yours very truly,
Rush City, Minn. C. M. JOHNSON.

THIS CARLOAD OF
Diamond Tires
FOR ARCHER & WIGGINS CO. PORTLAND

Receipt of carload shipment of
Diamond Tires and Tubes by
Archer & Wiggins,
Portland, Ore.

MOTOR cars must carry more
“ton-miles” this year than
ever before.

The railroads have more than they
can handle. Interurbans can't take
up all the slack.

We're face to face with the biggest
transportation year the automobile
industry has ever seen.

Scores of far-seeing hardware mer-
chants, anticipating the demand for
“practical,” low-cost tires that deliver
big in mileage, ordered Diamonds by
the carload.

Now they are reaping a rich harvest. Car-
owners, urged by the necessity of the times,
insist on Diamond mileage for their money.

You ought to be getting your share. Ask
your Hardware Jobber for the Diamond
proposition, or write us.

The Diamond Rubber Co.

(Incorporated)
AKRON, OHIO

W. S. S.

A purchased Thrift
Stamp is a Soldier's
Life Insurance
Policy.

On sale at all
Diamond District
Offices

Diamond
SQUEEGEE TREAD TIRES

What Is a Merchandiser?

A merchandiser is a man who legitimately takes advantage of every opportunity for selling goods, service or himself. He also creates opportunities that he may take advantage of them.

Regardless of what dictionaries may say, we have made our own definition of "merchandiser." The man who merely supplies demand is not a merchandiser, although he might get by in some dictionaries. When we say "merchandiser" we mean get-up-and-get, initiative, spizz and the work habit. And these are what you must have if you would GET ALL OF YOUR SHARE.

YOU must be a merchandiser or be several laps behind the parade. There is no alternative.

There are merchandisers and trailers in this trade—lots of them. The merchandisers are getting a lot of business and velvety profits that might go to the trailers if the trailers would only wake up and be merchandisers.

And the man who just spins around like an over-excited hen and doesn't accomplish any more than if he spun less is not a merchandiser. He is a waster of time and energy.

The merchandiser is the man who goes at things in a common sense way. He learns what methods are the shortest cut to profitable business. He takes every idea he can get and makes it work. He is the man who thinks and finds the best ways to sell goods and get business. He keeps his nose up out of the rut and becomes a business man instead of an ex-mechanic.

Makes His Brains Work.

He is the man who makes money with his brains instead of with his hands. The money that hands can make is limited. There is no limit to what brains can make.

Let us illustrate: Let us first take a garage:

The ex-mechanic-dealer's place is not scoured and clean. If he used his brains he would know that the first impression of the customer is worth thousands of dollars and the front would be as attractive as the front of the best store in town.

A motorist drives up for gasoline. He has to toot his horn several times before he gets waited on. The gasoline man, when he flips the filler pipe out, dribbles gas over the car. Some of it gets on the cushions and loosens a little dirt, and the dirt gets on the dress of the man's wife. She is disgusted. She classes the man as "a filthy, ignorant thing."

He Isn't Intelligent.

She isn't entirely wrong. The man can hardly be classed as "clean" if he spills gasoline all over his customers' cars, and he isn't exactly "intelligent" if he doesn't know better than to make customers blow their horns until he gets ready to wait on them. And then probably the man who drew the gas was wearing clothes that made him look like what the woman said he was.

The motorist pays for his gas and goes on,

classing him as a low-grade man. This garage-man has hurt the whole industry.

But here's how the merchandiser would do it:

His would be a model business place. He knows that his brains can earn more than his hands, so he is the boss of the business and hires hands to work for him. He watches the place and sees that it is kept clean. When the motorist spots his place he has a thrill of joy. He says to his wife: "That looks like a real place."

Before the car has stopped there is a neat and clean man at the pump. When he removes the filler hose he is careful.

Do It This Way.

When he goes in to get change for the motorist's five-dollar bill he comes out with a combination spotlight-mirror-scope and deftly fits it to the windshield. This is done while the motorist is pocketing his change, and all the time the salesman—for he is a salesman—is explaining the spotlight. The motorist buys the spotlight, and as he goes down the street he wiggles it in the joy of ownership.

He says to his wife: "That is a regular place." And several times that day he says: "I don't see how I ever got along without that spotlight mirror."

Go back and read our definition of "merchandiser." Don't you see now how the merchandiser-man made his head make money for him? How he took advantage of the opportunity to sell goods?

And don't you see how the ex-mechanic-man took only what his hands would earn for him? He didn't get all of his share. The merchandiser-man is getting most of it because he uses his head.

A NEBRASKA MERCHANT'S VIEW.

Editor HARDWARE WORLD:

My experience in auto accessories, oils and kindred lines is to get into it. The hardware man's store is generally more central, and there are many who would rather purchase away from the garage, thinking they can save, because they look upon the auto repair garage jobs as holdups whether they are or not. The dealer can make this business profitable, and can increase to suit his capital. If he works up in tires he can build up on larger scale and pay him well.

Yours truly,
THE ARNDT HARDWARE,
F. W. Arndt.



THE new Brake Inspection Movement has obtained the unqualified endorsement of motorists all over the country. Police Commissioners, presidents of automobile clubs and other prominent officials and motorists have assisted in giving the movement the most widespread publicity.

The car owners in your vicinity are interested in this new movement for the periodical inspection of brakes on motor vehicles, because it means greater safety to themselves and to their cars. This interest can be turned into profit for you. It offers a wonderful opportunity for you to obtain general overhauling jobs before the touring season opens. Don't let a motorist go past your window without reminding him of it, at least by a sign.

When your customers come in for brake lining give them the best. Thermoid Brake Lining is superior to any other brake lining on the market for three reasons.

1. *More material, greater service* — There is 40% more material and 60% more labor used in

the manufacture of Thermoid Hydraulic Compressed Brake Lining than in any woven brake lining.

2. *Grapnalized* — Thermoid Hydraulic Compressed Brake Lining is Grapnalized, an exclusive process which resists moisture, oil and gasoline.
3. *Hydraulic compressed, uniform throughout* — Every square inch of Thermoid is hydraulic compressed at a pressure of 2000 pounds. Thermoid is uniform all the way through. It will give uniform service until worn cardboard-thin.

Endorsed by automobile manufacturers

The engineers of fifty-one leading car manufacturers, ten of the most prominent axlemakers, all leading jobbers and thousands of dealers have selected Thermoid Brake Lining because of its dependability.

If you have not received your copy of "The Brake Inspection Movement and What It Means to Dealers," write for it today.

Our guarantee: *Thermoid will make good or WE WILL.*

Thermoid Rubber Company

Factory and Main Office: Trenton, N. J.

Branches:

New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia
Pittsburgh Boston London Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal
Branches in all principal Canadian cities



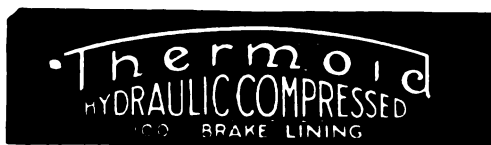
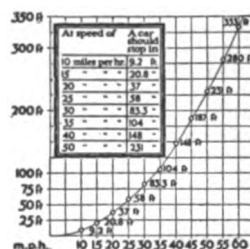
Will your car do this?

Automobile engineers have proven that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proved factor of retardation under average road conditions. This factor decreases on smooth, slippery roads to 6.7 and increases as high as 17.4 on rough, worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid
Brake Inspection Chart



Makers of "Thermoid Crocid Compound Castings" and "Thermoid Garden Hose"

C Thermoid Rubber Co., 1918

PAYS \$555 FOR CAR; \$584 FOR FIXTURES
Canadian Purchaser of Automobile Starts in Buying
Accessories and Doesn't Stop Purchasing Until He
Has Acquired List as Long as His Arm.

This is the story, absolutely true, of a man who bought a Ford and then decided to get everything extra that he could find to "doll it up." The story came out at the National Exposition of Ford Accessories, two weeks ago, and our only explanation is that the gentleman was not an American, but a Canadian.

To begin with, he bought a Ford at Calgary, Alberta, for \$555. He then went to the Motor Car Supply Company of that city and began buying. It is with profound respect and unbounded interest that we publish the following list of accessories, together with the prices which he paid in Calgary:

| | |
|--|----------|
| Electric starter | \$130.00 |
| Carburetor | 22.50 |
| Seat covers | 32.00 |
| One-man top | 37.00 |
| High-tension magneto | 70.00 |
| Bailed non-stall differential | 22.50 |
| Leak-proof piston rings | 8.00 |
| Eight special grease cups | 1.00 |
| Accelerator—Apco | .90 |
| Electric tail lamps | 1.50 |
| Electric side lamps | 6.00 |
| Klaxon horn | 4.00 |
| More Room steering wheel | 9.00 |
| Special steering wheel horn button | .60 |
| Eight-day clock | 8.00 |
| Ammeter | 8.00 |
| Dashboard switches | 4.00 |
| Speedometer | 13.00 |
| Dash and trouble lamp | 2.75 |
| Cigar lighter and reel | 6.00 |
| Instrument board | 2.00 |
| Aluminum running boards | 6.00 |
| Tool box | 3.25 |
| Robe rail | .75 |
| Rear view mirror | 3.00 |
| Windshield cleaner | 2.00 |
| Cork insert trans. bands | 4.00 |
| Steerezer | 3.75 |
| Moto-meter | 5.00 |
| Radiator cap | .50 |
| Oil can holder | .30 |
| Starting handle and holder | .25 |
| Shock Absorbers | 15.00 |
| Radius supports | 2.50 |
| Cut-out | 1.50 |
| Dem. wheels | 32.00 |
| Spare rim and tire | 23.00 |
| Tire-carrier | 5.00 |
| Non-skid tires | 13.30 |
| Exhaust deflector | .25 |
| Gasoline gauge | 2.00 |
| Oil gauge | .40 |
| Lenz | 4.50 |
| Pedal pads | .75 |
| Alweather protector | 2.25 |
| Electric heater | 3.50 |
| Door pads | 1.00 |
| Trojan roller bearings | 18.00 |

Total\$543.10

In addition to this he carries in his tool box as equipment the following, which cost him:

| | |
|--------------------|---------|
| Pull-U-Out | \$18.25 |
| Special jack | 3.50 |
| Special pump | 7.00 |

| | |
|---------------------------------|----------|
| Socket wrench set | 8.00 |
| Weed chains | 5.00 |
| | \$ 41.75 |
| Accessories billed to car | 543.10 |
| Total | \$584.85 |

In addition to all this the company is figuring on furnishing him with an all-weather top for the coming winter.

MISSOURI MERCHANT WANTS TO
EXCHANGE EXPERIENCES.

Editor **HARDWARE WORLD**:

Our experience in handling automobile accessories has been a success. In 1910 we started in a small way, and did very well, but as our city, which is about 700 population, needed a garage, we turned over our accessory business to help them along.

This went along alright until 1915, when the garage didn't seem to give service, which we saw, as we began to have calls for accessories, so we again embarked, and today our present investment runs around \$1500 to \$2000. Our stock consists mainly of tires, tubes, patches, horns, bumpers, pumps, jacks, etc.

We have just recently installed a sidewalk gasoline and oil station, which has already paid for itself. It helps to increase our accessory business.

We think it is a mighty good side line of a hardware store, for as well, we also sell the Buick, Chandler and Oakland automobiles. Why not get in and get the cream while it's good? We shall appreciate through the columns of the **HARDWARE WORLD**, others' experience, especially in the smaller places.

Yours very truly,
WELLING BROS. HARDWARE CO.

Your Government asks you to give it nothing, to make no contribution. It asks you to avoid waste, reckless expenditure.

Your Government asks you to save and invest your savings with it in its great enterprise of insuring you, your family, your income against the tribute exactions of a conquering war autocracy.

It is your country's right to demand.
 It is your privilege and duty to respond.

SO ANNOYING

The latest example of English as she is spoken comes from Egypt, where a native interpreter, who had overstayed his leave, wrote the following letter to his chief:

"My absence is impossible. Some one has removed my wife. My God, I am annoyed."

When selling a customer, be sure to sell him a round-trip to your store. It's the "repeater" who pays your rent.



GILLETTE Safety Tires

A Co-operative Selling Plan that Puts Our Whole Organ- ization Behind Every Dealer

The Gillette Distributing Plan is, in its way, as remarkable as the Gillette Tire itself.

Every Gillette Dealer is practically a member of our organization. His business, the trade he builds, is of course his own—and will remain his no matter how big or prosperous it becomes. But his selling problems are ours. We are all interested in the correct solution of those problems—for the smallest as well as the largest of our Dealers.

The Gillette Contract is short, simple, easily understood. It confers upon the Dealer certain advantages which are plainly printed and thoroughly explained.

While the Gillette Dealer has for sale a Quality Tire, with an unbroken record of extraordinary performances, he has also the assurance of splendid profits, and an increasing business that will always belong to him! We will never establish branch offices to compete with him. He is our branch office. We are all growing together, parts of the same organization, equally valuable, one to another.

This extraordinary tire and unusual distributing plan has attracted a grade of Dealers such as we wish to have—ambitious, far-seeing men, who recognize this great opportunity and possess the ability to make the most of it.

The Gillette Rubber Company

GENERAL SALES OFFICE

1834 Broadway, New York

CHICAGO OFFICE
122 MICHIGAN AVENUE

FACTORIES
EAU CLAIRE, WIS.

A Little Talk About Advertising

(By George M. Bittelmeyer)

MANY dealers do not seem to realize the necessity of keeping their business before the public through persistent advertising.

They think that everybody in their locality knows all about them, and it would be a useless waste of money to spend any of it for printer's ink.

That is where they make a vast mistake—and, sooner or later, they are bound to find it out.

No man can expect to run a successful business in these days, when competition is so keen, without advertising.

It is the rankest sort of folly to attempt to get along without it.

You may say, "Well, advertising is all right for those who can afford it, but I can't afford to spend any money for that purpose. My business won't justify the expense."

The man who can't afford to advertise can't afford to stay in business, and if you do not think that your present business is sufficient to justify the expense—there is another argument **WHY YOU SHOULD ADVERTISE.**

To be an advertiser it is not necessary for you to be a plunger.

Some of the biggest advertising successes in the United States began in a small way.

A one-inch advertisement looks small in the eyes of some people, yet it has proven to be the wedge that started a number of large enterprises on the road to success.

You may say, "Well, I tried advertising and quit, because I found out that it didn't pay."

How do you know?

Maybe you didn't give it half a chance.

You can't run an ad in a newspaper a time or two, and then say that it didn't pay, because every owner in your county didn't come to you the next day.

The only kind of advertising that counts is the persistent kind.

One drop of water will not wear away a stone, but let the water keep on dripping and you will soon see what the result will be.

So it is with advertising.

One ad will not make much of an impression, but when an advertisement is run regularly it is bound to be noticed.

The only kind of advertising that will win the confidence of the public is honest advertising.

P. T. Barnum once said that the American public liked to be humbugged. That may have been true at one time, but not in the year of 1918.

Nothing will turn a man against you quicker than the feeling that you have taken advantage of him in some way.

Not only will he resent it himself, but he will take the trouble to tell all his friends about it.

Not so many years ago a concern advertised to give an automobile away free to every one who would sell a certain number of packages of a household preparation. Everybody who answered the ad and sold the goods got a picture of an automobile.

You can't do a thing like that now, because the public won't stand for it.

You may give as another reason for not advertising, that people don't read ads.

You might as well say that people don't wear clothes.

The majority of the advertisements in magazines and newspapers are read with as much interest as the reading matter.

The only ads that are not read are those not worth while.

One of the best reasons for advertising is that it is a guarantee of substantial business character.

When a business advertises all the time, the public concludes that it must have the goods to back up their advertising, or they couldn't afford to keep it up.

The business that does not advertise is sometimes looked upon with suspicion.

One of the best advertisements a garage owner can have is the agency for a well known line of accessories.

He gets the benefit of a large national advertising campaign, and when customers come to him for these goods, it paves the way for the sale of other things.

COLORADO MERCHANT FINDS BUSINESS QUITE SATISFACTORY.

Editor **HARDWARE WORLD**:

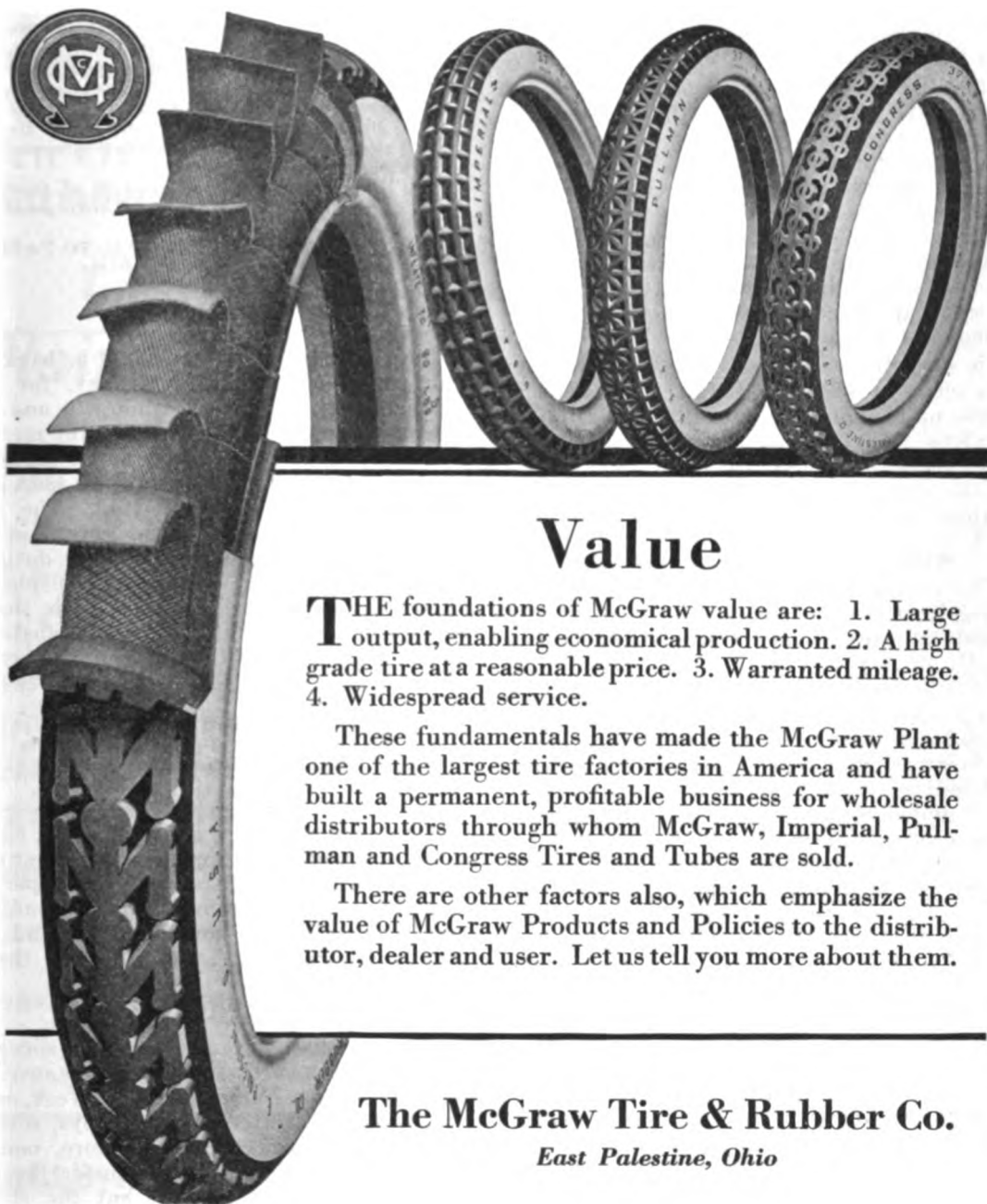
The automobile accessories we have gradually worked into and only handle what lines we have the most demand for. As the automobile gets more plentiful, it demands a larger assortment of stock. So far we have found the accessory part of our business, while not very large, quite satisfactory. Yours truly,

THE CEDAREDGE HDWE. CO.

Your safety, your family's safety, your education, your opportunities, are due to American institutions. These are threatened by the most merciless and powerful foe that ever fought.

McGRAW PRODUCTS

Pneumatic Tires • Motor Cycle Tires • Inner Tubes



Value

THE foundations of McGraw value are: 1. Large output, enabling economical production. 2. A high grade tire at a reasonable price. 3. Warranted mileage. 4. Widespread service.

These fundamentals have made the McGraw Plant one of the largest tire factories in America and have built a permanent, profitable business for wholesale distributors through whom McGraw, Imperial, Pullman and Congress Tires and Tubes are sold.

There are other factors also, which emphasize the value of McGraw Products and Policies to the distributor, dealer and user. Let us tell you more about them.

The McGraw Tire & Rubber Co.

East Palestine, Ohio

Distributing Warehouses , New York , Atlanta , St. Louis , San Francisco

Pushing Auto Accessories

NEVER was there such an opportunity for hardware dealers to build up a trade in auto accessories as at the present. While the war has curtailed to a limited extent the auto of the purely pleasure type, the sale of commercial vehicles has gone up by leaps and bounds, and the hardware man has now a much larger public to interest than when the auto was a luxury instead of a commercial necessity.

Just at present there is considerable agitation over the glareless lens for headlights, and many states have passed laws making their adoption compulsory. For the dealers who wished to attract the public to their stock of auto supplies no better entering wedge could be imagined than exploiting of this one feature. Once you have gotten people interested in a single article of a line, if they find it good, they are pretty apt to consider that the rest of your merchandise is also O. K.

To start the campaign, then, it is well to run a series of original ads in the newspapers, to wake up people to the fact that you sell non-glare lens. A glance at the ads of some who have already tried the scheme will undoubtedly give the man of original ideas a hint for the working out of some original publicity of his own.

What a Small Town Dealer Did.

The Torrance Co., Torrance, Cal., had two pictures in the paper resembling very greatly the well known cartoon, "Outbursts of Everett True." In fact they were headed "Outbursts of E. True—with apologies to Condo," and so closely resembled the cartoon that many people read it without at first realizing that it was an advertisement. The upper picture showed the familiar fat figure of E. True seated in an auto, blinded by the light from the headlight of an approaching machine. The second machine showed him yanking the offender out of his seat by the crooked handle of his umbrella, and exclaiming: "Get a pair of glareless auto lens, you poor fish. I'll teach you to go around glaring your lights into people's eyes." Beneath the pictures was the paragraph:

How many times during the evening do you feel light emulating your old friend, Everett True—and yet are you sure that you are not doing the same thing with YOUR headlights? Be safe and sure. Put on a pair of glareless auto lens. Do it now, today—don't wait for the law to make you.

The Torrance Company.

Another firm that had a very effective newspaper advertisement recently was the Field-Lippman Co., St. Louis, Mo., whose two-column ad read:

WARNING TO MOTORISTS

Don't Wait for the Police "Roundup"

The Headlight Law Says:

The lighted filament of electric headlights shall appear blurred and indistinctly defined and free from scintillation and brilliant or metallic luster.

There you have it. A law such as over twenty states have put into effect. A fair law for all. This law is now in effect in Missouri and the St. Louis police force will rigidly enforce it.

Be prepared to defend your peace by putting on one of the lenses we recommend.

(Then followed a description of four standard glareless lenses, each with price quoted.)

MONEY BACK IF THEY FAIL TO PASS
Put On Free at Our Store
FIELD-LIPPMAN

Such an advertisement should be backed up with an effective window display, for every merchant realizes that the window is one of his best salesmen, and that a display of merchandise, backed by several pertinent signs will bring his line to the attention of scores who would never see the printed ad. The Field-Lippman Co. of course knew this, and their window ably complemented their outlay in printer's ink. In the center of the display was a large cardboard owl, four feet high, the eyes being removed, and auto headlights substituted. A card by the side of the big bird suggested:

BE LIGHT WISE

Who-o-o! You-o-o! Equip your motor
with Blank Lens.

On either side were series of steps, covered with black and white checked paper, over which were thrown drapes of red or green paper. On these steps were arranged sirens, headlights, tool kits, air pumps, auto blankets and other auto accessories advertised through the columns of the paper.

Live Texas Merchants.

Another plan worked with much success by a large El Paso hardware firm—Krakauer, Zork & Noyes—was a Father and Son Week, whereby, through the interest of the boys, countless fathers were brought to the store, many of whom had never before been inside the store. Nobody was asked to buy, but the enticing manner in which the auto accessories were displayed was the best possible invitation to purchase. In the window, with a background of camping and sporting goods, were two large figures made of iron pipes, while around the

Century-Plainfield TIRES

A Big Service Tire
A Big Guarantee
An Oversized Tire
Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
923 E. 3rd ST., LOS ANGELES.

R. M. WADE & CO.
PORTLAND AND SPOKANE



CENTURY- PLAINFIELD TIRES

Smooth Tread 5000 miles
Non-Skid 6000 miles

Ford Sizes
Smooth Tread 6000 miles
Non-Skid 7500 miles

CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO

Century **-PLAINFIELD Tire Co.**

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.

middle was a coil of rope. Cloth heads were attached to the pipe forming the neck, and big auto goggles were fastened to the heads. One of the figures was taller than the other, and this was labelled Krakajack Father; while the smaller one was called Krakajack Son. Between them was a large card lettered in red and blue:

FATHER AND SON WEEK

March 25th—March 30th

During this week we will give to each boy, accompanied by his father, and making a purchase of one dollar or more, his choice of a baseball glove or bat.

These bats and gloves were displayed in the window and gave an added impetus to the eagerness with which the lads besieged their fathers to go with them to the store. At one side was a stand holding several sirens, in each of which were small American, French and British flags, and a couple of dimalite headlights lighted at night. At the other side was a table on which was an open auto kit, and spread out on the surface were wrench, hammer, screwdriver, tweezers, oil can and chamois cloth, each with a little card stating the price. Behind the table was the life size cut-out of a young man on a motorcycle, and a card by his side read:

A Saturday holiday spent in the open air, with a wheel and a kodak, will build up a healthy constitution and put the student in trim for the confinement of the school room and a week of books.

Be sure your wheel is in first class condition and equipped with all the necessary accessories. Visit our store when in need of same—our line of auto, motorcycle and bicycle supplies is complete.

HARDWARE MERCHANTS COULD NOT GET ALONG WITHOUT ACCESSORY BUSINESS.

Elma, Wash., March 21, 1918.

Editor **HARDWARE WORLD**:

Our experience with auto accessories, including tires, lubricating oils and kindred lines has been very good. Our business in these lines is of quite a proportion—we try to handle strong advertised lines of all of them, and only ones that we can guarantee to our customers.

We think that the hardware store is a logical place to handle accessories; with the already large stock of bolts, washers, wrenches, all sorts of mechanics' tools, lubricating oils, and grease on hand, that by adding a few staple sizes of good tire and tubes, a few cans of cement and patches he has fairly good stock; that he can

increase his sales considerable—above all, after once getting started, get the new things that come out for the autoist and drop the dead ones. We don't think that we could get along without the auto accessory line now.

Yours very truly,

MINARD & CO.,
By Geo. W. Schmidt.

KEEP FISHIN'

Hi Somers was the durnest cuss
Fer catchin' fish—he sure was great,
He never used to make no fuss
About the kind of pole or bait.

Er weather, neither; he'd just say,
"I got to ketch a mess today."
An' to the creek you'd see him slide,
A-whistling soft and walking wide.
I says one day to him, says I,
"How do you always ketch 'em, Hi?"
He gave his bait another switch in,
An' chucklin' says, "I jest keep fishin'."

Hi took to readin' law at night
And pretty soon, the first we knowed
He had a lawsuit, won his fight,
And was a lawyer! I'll be blowed!
He knowed more law than Squire McNabb!
An' though he had no gift of gab
To brag about, somehow he made
A sober sort of talk that played
The mischief with the other side.
One day when some one asked if Hi'd
Explain how he got in condishin',
He laughed an' said, "I jest kept fishin'."

Well, Hi is Gov'nor Somers now;
A big man 'round the state you bet—
To me the same old Hi, somehow;
The same old champeen fisher, yet.

It wasn't so much the bait er pole,
It wasn't so much the fishin' hole,
That won for Hi his big success:
'Twas just his fishin' on, I guess;
A cheerful, stiddy, hopeful kind
Of keeping at it—don't you mind!
And that is why I can't help wishin'
That more of us would just keep fishin'.

Uncle Sam expects you to purchase the entire two billions of the authorized issue of War-Savings Stamps as patriotically as you absorbed the great Liberty Loans.

Peace will mean that to the demands of those who are now our allies will be added the demands of those now our enemies. So our diminished stores will be still more rapidly depleted.

Two Treads
Reinforced Vacuum
and the
Ribbed Tread

Guaranteed
5000 Miles



DREADNAUGHT T I R E S

THE DREADNAUGHT TIRE is the supreme example of the spirit of the times. Its very name proclaims its strength and power and its ability to withstand the hardest wear and tear. The tremendous endurance of the DREADNAUGHT TIRE is the sensation of the tire world today.

PACIFIC COAST DISTRIBUTORS

STREVELL-PATERSON HARDWARE CO.

Salt Lake City, Utah

DREADNAUGHT TIRE AGENCY

1200 East Pike St., Seattle, Wash.

JAMES RAFTERY

W. 617 Second Ave., Spokane, Wash.

AUTO ACCESSORY & SPEEDOMETER CO.

Denver, Colorado

DUNHAM, CARRIGAN & HAYDEN CO.

2 Kansas Street,

San Francisco, Cal.

THE P. J. CRONIN CO.

129 First St., Portland, Oregon

DREADNAUGHT TIRE CO., OF LOS ANGELES

631 South Olive St.,

Los Angeles, Cal.

EVOLUTION OF PNEUMATIC TIRES

United States Tire Company Gives Brief History of Origin.

Were Robert William Thomson, builder of the first pneumatic tire for carriages, to return to earth today and view the modern successor of his invention, the Cord tire, he would hardly believe his eyes.

Robert Thomson was an English civil engineer and undoubtedly was the first man to conceive the idea of a pneumatic tire. His first tires, which appeared on the streets of London seventy-two years ago, were strapped to the wheels of a broughman. A nipple passed from the rubber inner tube through the soft-leather casing and projected on the inside of the fellah, where it was closed and made air-tight by means of a brass cap and leather washer. For inflating the leather-incased tube, a "condenser" was used. This condenser no doubt was the beginning of the present-day tire pump.

Thomson's theory was that a vehicle equipped with pneumatic tires would move over the road much more easily than a vehicle riding on the usual steel rims. To prove his case he put his tires on a carriage weighing approximately 1000 pounds. That its riding qualities were greatly improved was to be expected, but its lack of "resistance to the road" was remarkable to engineers of that time. The draft or "pull" of the pneumatic equipped carriage was twenty-eight pounds, while the carriage with the ordinary iron tires registered forty-five pounds draft. This meant a saving in power of 40 per cent. The first test was on a paved road. Subsequent tests on rougher roads indicated a saving in power of 310 per cent.

It was the following year, 1847, that the first pneumatic tires appeared in New York, on a horse-drawn vehicle. It is a far, far cry from that early pneumatic tire to the Royal Cord tire of today. Instead of the clumsy leather outer casing there is a neat black tread of notched rubber, on a carefully constructed, well-balanced casing of rubber and cotton cords.

The Royal Cord tire, made by the United States Tire company, is built up of layer on layer of parallel fishcords, running diagonally across the tire, the threads of adjacent layers running in the opposite direction. Each individual cord is completely permeated with rubber and entirely surrounded by rubber, making friction by the rubbing together of contiguous cords impossible. It is this small-cord, multiple construction that makes the Royal Cord a leader among cord tires of today—a tire of superior resiliency and ability to absorb shock, a tire that does not blow out and a tire that gives increased gasoline mileage.

Many a town man would be glad to take a farm and run it, if he only knew how.



AUTOMOBILE ACCESSORY CATALOG

The Salt Lake Hardware Co., Salt Lake City, Utah, with branch at Pocatello, Idaho, have mailed to the trade their 1918 auto accessory catalog, showing also their bicycle and sundry lines.

This is a catalog of almost 200 pages, and shows a complete line of accessories of every description.

It is well illustrated, and gives information that every retail merchant in the inter-mountain country should have available for ready reference.

They will be glad to send a copy of this to any of our readers upon request.

THE PROPER CARE OF YOUR CAR

Quite in line with the nation's plan of conserving and preserving is the attractive twenty-four page booklet, "The Proper Care of Your Car," published by the Northwestern Chemical Co., of Marietta, Ohio.



This booklet is chucked full of practical hints for the motorist. It tells how to overcome and to correct some of the different ails a motor car is subject to. Unlike some booklets, it gives more than one remedy for correcting the most common troubles. In fact, it tells just what its name implies, "The Proper Care of Your Car."

It is well illustrated and any motorist will find it serviceable and helpful. The readers of *HARDWARE WORLD* can secure a copy post-paid by writing the Northwestern Chemical Co., of Marietta, Ohio.

Food conservation does not mean stinting. It does not mean poorer food for your children. It means saving senseless waste.

The New Revere Cord Tire = The New Revere Granite Tread Tire



Revere Cord



Revere Granite Tread

We have added two new tires to the Revere line — a cord tire that stands out supreme among all tires of this construction in strength, endurance, resiliency and anti-skid efficiency.

The other new member of the famous Revere Tire family is the Revere Granite Tread Tire — a tire of greater strength — and the resultant gain in mileage that greater strength gives.

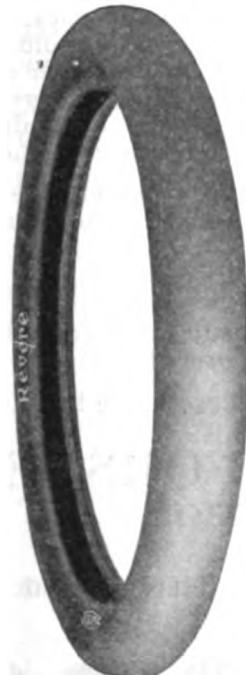
We are therefore in a still better position than ever to give both dealer and motorist a tire that meets every requirement of motor-ing as well as price.

Revere Rubber Co.

1790 Broadway, New York

Write today one of the distributors named below for particulars regarding prices, etc.

| | |
|------------------------------|----------------------|
| Bluefield Hdwe. Co. | Bluefield, W. Va. |
| Bingham & Co., W. | Cleveland, O. |
| Bronson & Townsend | New Haven, Conn. |
| Dunlap Hdwe. Co. | Macon, Ga. |
| Emmons-Hawkins Hdwe. Co. | Huntington, W. Va. |
| Holliday Co., W. J. | Indianapolis, Ind. |
| Logan-Gregg Hdwe. Co. | Pittsburg, Pa. |
| Moore-Handley Hdwe. Co. | Birmingham, Ala. |
| Mosman-Yarnelle Co. | Ft. Wayne, Ind. |
| Odell Hdwe. Co. | Greensboro, N. C. |
| Pritsclaff Hdwe. Co. | Milwaukee, Wis. |
| Richards & Conover Hdwe. Co. | Kansas City, Mo. |
| Richards & Conover Hdwe. Co. | Oklahoma City, Okla. |
| Strickland-Tillman Hdwe. Co. | Voldosta, Ga. |
| Simmons Hdwe. Co. | St. Louis, Mo. |
| Simmons Hdwe. Co. | Philadelphia, Pa. |
| Simmons Hdwe. Co. | Minneapolis, Minn. |
| Simmons Hdwe. Co. | Sioux City, Ia. |
| Simmons Hdwe. Co. | Wichita, Kans. |
| Simmons Hdwe. Co. | Toledo, O. |
| Worthington Hdwe. Co. | Staunton, Va. |
| Watkins & Cottrell | Richmond, Va. |



Revere Plain Tread



Revere "E" Tread

New Dollars for



THESE two devices added to your accessory department mean new dollars for your cash register.

The Blu-Streak Spark Plug has unusual sales making features that make it the easiest selling plug on the market and by the same token the hardest plug to compete against.

BLU-STREAK
ADJUSTABLE GAP Solid Steel
 Self Cleaning
SPARK PLUG

FOR THE FINEST MOTORS

Has an extra heavy, steel tapered electrode that is wound with fifty inches of Argentine mica. No porcelain to break, crack or chip. Should the firing pins foul with carbon, turn the upper electrode two revolutions with the fingers, start the engine and the carbon will burn off. This adjustment can be seen through the opening in the dome.

Fishhook electrode keeps oil drip permanently away from spark; Bakelite indestructible dome; perfect gauging of threads.

Packed four in a leatherette box.

Retail price, \$1.25 each with adjustable gap. \$1.00 without adjustable gap. Big profit for you.

Write for dealer price and descriptive literature.

**CUMMING-FORSTER
 CORPORATION**

Dept. B

CHICAGO, U. S. A. New York Office: 184 Fifth Ave.

Your Cash Register

WITH organized bands of Auto thieves operating throughout the country, it is not to be wondered that the Walker Ke-Les Lock is a big seller. It can't be picked—meets with every fire and police regulation and gives the owner a sense of automobile security.

Walker KE-LES Lock for FORDS, Retails \$350. Big Profit for you

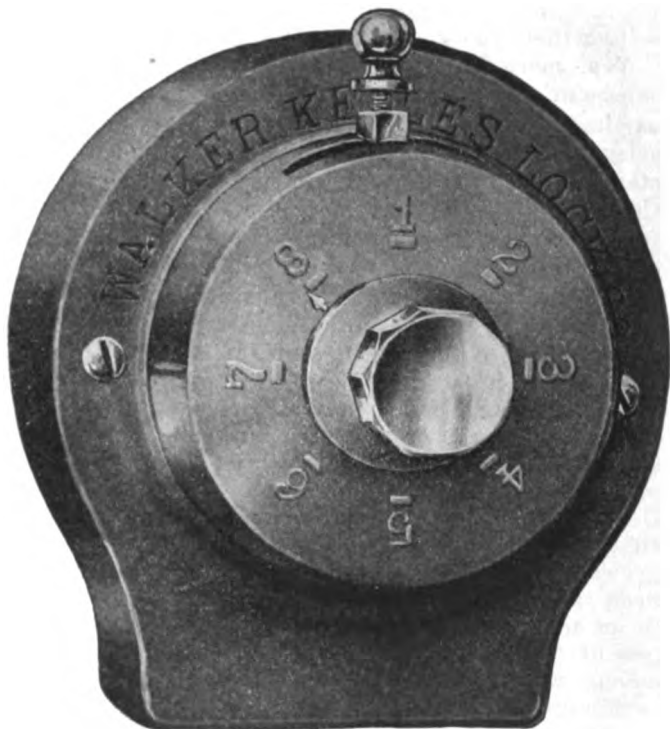
can be quickly and easily attached. Works by combination—no key to lose—no keyhole to find. Over 87,000 changes to combination. No complicated parts—operates smoothly—can't get out of order. It is one of the biggest selling accessories you can carry. Big money maker.

Retails for \$3.50. Write for dealer price and descriptive literature.

**CUMMING - FORSTER
CORPORATION**

Dept. B

CHICAGO, U. S. A. New York Office: 184 Fifth Ave.



An Unusual Record

Well-Known Publicity Man Completes Twenty-one Years Continuous Service.

IT IS WORTHY of more than passing notice when a publicity or advertising manager completes 21 years of continuous active service as director of advertising in any institution.

The fact that E. C. Tibbitts has served the B. F. Goodrich Rubber Co., of Akron, Ohio, that length of time, is a tribute not only to his ability, but to the wisdom of the company which employs him.

Mr. Tibbitts has been more than an advertising manager in the ordinary acceptance of that term. He is a vital factor in their sales campaign, for we believe that no man can be successful in such a position unless he would prove equally as big a success in marketing and selling their goods.

Yes, more he has to be "bigger" than a salesman, for he must have the vision, as well as the executive ability to plan and carry out sales plans. He must have a thorough understanding not only of selling methods, and how their products are marketed and handled before they reach the consumers, but he must couple their selling plans with publicity.

How often have we seen advertising men in name—with the best intention—make a complete failure of their campaign. It is for that reason that it is said 75 per cent of the advertising managers last only a few years, most often only a year or two with any one organization. Their training has not been along real practical lines. They don't know the difficulties in executing successful sales campaigns. Often they have obtained their advertising "experience" from some school where they have been taught to believe that a coupon attached to an advertisement is the vital thing, regardless of the nature of the appeal, or the class among whom publications circulate. The advertising world has been strewn with failures by reason of the mistakes made.

Knows the Sales End.

But Mr. Tibbitts has been of a different type. He has believed that a man cannot know too much about the selling end of the business.



He has the ability to place himself in the position of a reader of his advertisements, to understand just what kind of an appeal will produce the most telling results.

For example, if he is advertising to reach merchants or men who are interested in the buying and selling of their products, he knows that outside of impressing them with the intrinsic merit and quality of their products, that the merchant is influenced by the desirability of their line from the profit standpoint. No matter how good an article may be, if there is not sufficient profit in it to justify the merchant in handling it, the average merchant feels that he can devote his efforts to better advantage with other lines.

Publicity co-operation is a vital factor in marketing a product, and here Mr. Tibbitts has proven himself an expert in giving their distributors co-operation.

Keeps a Receptive Mind.

He has the happy faculty of considering a proposition on its merits. It is not what the other man has done that influences him so much as what a publication or a method will do for him.

It is said that B. F. Goodrich Rubber Co. spends \$2,000,000 for advertising, and probably there is no factor that has more to do with the success of the institution, with which Mr. Tibbitts has been connected 21 years outside of the merits of the Diamond Tires, than the fact that they believe in publicity, and they practice what they preach.

OUR FRIEND THE WASTE BASKET

When a man is in the habit of writing letters that carry out mean and destructive thoughts, the best friend he can have is a waste basket, provided he throws his negative letters into it.

No man can afford to advertise the badness and the meanness that is in him. It is all right to get it into a letter, provided the letter is destroyed.

You remember the story told about Lincoln which goes as follows:

Seward, Lincoln's Secretary of State, once wrote a scathing letter to a thieving army contractor. He showed it to Lincoln. "Not half strong enough," said Lincoln. Seward was delighted. He wrote a letter that scorched the paper.

"There," said Lincoln, "that serves him right."

"Very well, Mr. President, I'll mail it at once."

"Oh, no," answered Lincoln quietly, "don't mail it—throw it into the waste-basket."



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line

Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD

Stock the
Special
Compound



Transmission Lining for Fords

made by the manufacturers of the celebrated
S - M - C Asbestos Brake Lining, compactly
woven like **S - M - C** — dependable gripping
assured.

Treated with improved compound which protects it
against absorption of oils more effectively than any
other cotton lining we know of. Absolutely chatterless—
as quick as it is quiet.

\$1.00 Package

contains three proper lengths for Ford transmission bands
and all rivets required

As Easy to Sell as a Package of Tacks

And a Lot More Profitable

STAYBESTOS MFG. CO.

*The "Modern" Factory Equipped to Make
All Widths 1" to 6 Inches*

5547 LENA STREET
PHILADELPHIA, PA.



Staybestos Mfg. Co., 5547 Lena St., Philadelphia, Pa.
I want your dealers' proposition on Universal Brake
Lining—particularly on your \$1.00 Ford Set

Name.....
Address.....
City.....
State.....

THE LAME LIZZIES

Bring Them to Us and Have Them Healed

No use limping along on a lame Lizzie. when a little attention at the right time will send it over the ground as smooth as velvet.

We are physicians to lame cars. We diagnose every case and apply the needed remedy.

It doesn't matter the make of your car, or what is wrong, we can cure the trouble.

Make traveling a pleasure instead of an annoyance by having us put your car in first-class condition.

SULLIVAN GARAGE

Here's real wit combined with real sales talk. Generally speaking, the ad writer better leave wit to the professional jokesmith. This clever ad is from the Sullivan (Mo.) "News."

The Empire Hardware Co., of Moscow, Idaho, display the following sign in their store:

Be quick to kick
If things seem wrong,
But kick to us
And make it strong;
To make it right,
Gives us delight,
If we are wrong,
And you are right.

A SERVICEABLE GASOLINE HOSE.

The Chicago Tubing & Braiding Co., of Chicago, Ill., are the manufacturers of what is known as the Rex Gasoline Hose, which has a core of asbestos wrapped around steel tubing, covered with gasoline proof gum over which is woven a cotton jacket.

Rex Gasoline Hose is recommended for use in connection with measuring pumps for gasoline and oil and for those who require service and satisfaction.

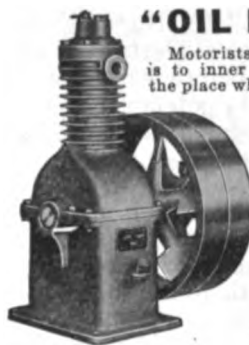
It only needs an examination of the Rex Hose to see that it is the most serviceable hose that is manufactured for this purpose.

The couplings are of the compression type, especially designed so they cannot leak or pull off, allowing full flow without any back pressure to the pump.

The couplings and hose to fit all pumps are made in three-quarters, one-inch and one and one-quarter sizes, any length.

Packless anti-drip nozzles are also furnished.

In the far West they are distributed by Dunham, Carrigan & Hayden, of San Francisco, Calif.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pneu. Mchry. Co.
1512 Klenlen Av., St. Louis
530-L Hudson Term., N. Y.

**SEDGLEY
STILL
SAYS:**

**"BREAK ANY
SEDGLEY
WRENCH**

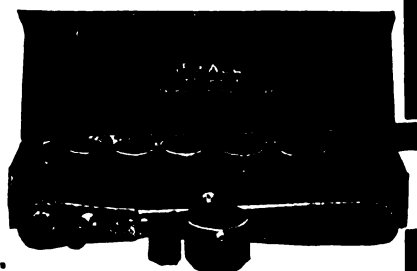
**and We Repair It
No Charge"**

THIS IS

"HEXALL"

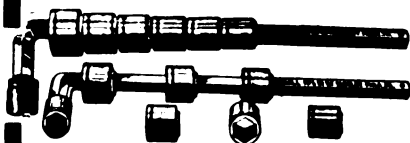
Trade Mark. Reg. U. S. Pat. Office

Ratchet
Socket
Wrench No.
2, Contains
7-inch Steel
Forged
Ratchet
Handle; 2
Screw Driver
Bits; 7-inch
Extension
Bar; 7 Hex-
agon Sock-
ets. Packed in neat strong case. Weight, 27 ounces.



AND
THIS IS

**"Hexall"
Socket
Wrench
No. 5**



A Splendid Tool, 10½-inch Hexagon Steel Handle, 7 Sockets made from Bar Steel, Case Hardened. Sockets pack neatly on handle when not in use. Friction ball in handle prevents them from dropping off. Weight only 21 ounces.

Also Manufacturer of

THE BABY HAMMERLESS REVOLVER

Write for Our Catalog of Good Sellers, Today

R. F. SEDGLEY, Manufacturer
2311-13 North 16th Street - Philadelphia, Pa.

McDONALD & LINFORTH, Pacific Coast Representatives
739 Call Building, San Francisco

Self-control's primary manifestation is to stop talking at the right time.

DON'T GET PANICKY

(By H. B. Harper)

"As a man thinketh in his heart, so is he." That was remarked long before your time or mine, but it has not lost its potency.

You can make your business just as bad as you think it's going to be; likewise, you can build it up if your thinker isn't out of joint.

Medical men tell us many a sick man lives to a ripe old age because you couldn't make him believe he was sick; and many a bed-ridden invalid railroaded himself there through over-indulgence in imaginary ills.

There are business men going broke this next year because they think the war is going to kill business. Their live competitors are going to swallow them up for no better reason than that their's are the healthier minds.

Don't get panicky.

Don't let the newspapers of your town become panicky. If they are showing symptoms, get up a delegation of your red-blooded business men to call on them and convince them that the war is making Uncle Sam the merchant of the world—without competition—and that it is up to the newspapers to smile.

Bad weather isn't due to the war; bad weather isn't going to last forever. If there's gloom anywhere in the industry, it can more honestly be attributed to weather than to war. It'll quit raining—it always has.

And business will be good.

Here are some items that justify our advice against getting panicky, and our recommendation that you be satisfied that business with you is going to be even better than usual:

Ten billion dollars is going to be spent by this and allied governments. It is the money that is spent, not the money that is hoarded, that makes for prosperity, and a great deal of this ten billion has been hoarded. The Liberty Bond and the Red Cross issues brought it out of the safety vaults, the lisle banks and the savings accounts.

The farmers are going to get some of that money in two-dollar wheat, the tobacco grower gets it in his twenty-cent tobacco, the cotton grower is going to have cotton at anywhere up to forty cents—and he is going to get a lot of the money.

They aren't going to keep that money, they are going to spend it, and one of the first things a man buys when he has a little extra money is an automobile.

Take Canada. Before the outbreak of the war there was a shortage of money in Canada. I went through Canada in 1913 and one of our dealers in a Western city had that day completed a \$3.20 job for the city and had to take his pay in a warrant, because there wasn't any money.

Our business in Canada that year didn't run over fifteen hundred cars. The biggest busi-

ness we ever had in Canada for one year was less than four thousand cars. Since the first of January we have shipped into Canada over five thousand automobiles, and the end is not in sight.

This is all the more remarkable when you consider that Canada has a population of seven million, of which four hundred thousand have already gone to Europe. Also, that every time a Canadian buys an American automobile he pays the American price plus a forty-five per cent duty.

Every big department store in London made more money last year than the year before, and more money the year before than the one preceding that—and England's a whole lot deeper in this war than there is any possibility of our getting, if for no other reason than the shores of England are nearer the seat of conflict.

The only thing that can influence against the individual dealer getting his share of increased business, and the increased profit, will be his failure to realize the positiveness of the opportunity and be prepared to meet it.

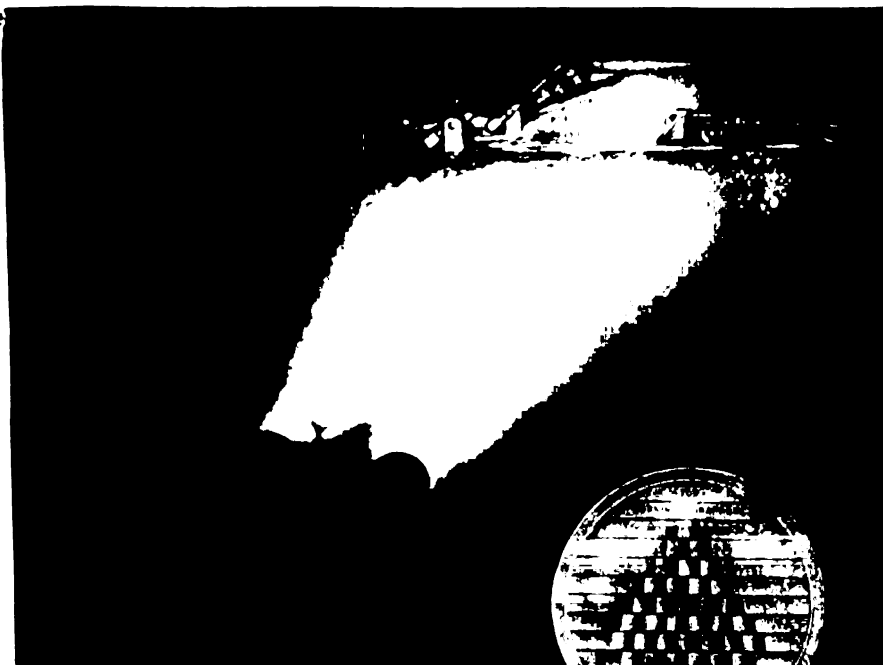
There must be a period of adjustment, but that period covers less time than most of us give it credit for. Right now the general situation is immeasurably better than it was two weeks ago, and two weeks from now it is going to be so much better than it is right now that some of you fellows taking fishing trips won't know what's happened.

War is going to be blamed for a lot of things for which it is not responsible. The hard working optimist will have neither the time nor the reason for complaining, but some of the men complaining may find in the following some sort of a hint that might possibly apply to their own individual cases:

On a recent trip through the East I waited until eleven o'clock for one of our distributors to come in from the farm, and then waited another thirty minutes while he told me what a terrible effect the war was having on his business. Perhaps if he had been getting around at eight o'clock every morning, he wouldn't have known there was any war.

This is your war—the war of every loyal American—every man and woman who accepts the privileges, enjoys the protection afforded by the United States.

Your country is fighting in Europe to preserve your right of self-government, your home, your property. That is a duty your country owes you and proudly accepts. The acceptance of that duty by your country imposes a direct, solemn, unescapable obligation upon you—your unfaltering support of your Government.



Many crossing gates are not operated after 7 P. M. This photograph shows how the Conaphore protects the driver's safety, and also the safety of others

The Conaphore has a smooth front surface. Easily cleaned. Does not clog with dust or mud

Photograph by
L. A. Hiller

Lights every inch of the road for 500 feet—*without glare*

Safe night driving requires all the range the headlights can produce.

Yet the safety of others demands the elimination of glare.

Conaphores fulfill both these requirements.

The Conaphore does not diffuse and scatter the light in all directions. Neither does it dump the light directly ahead of the car. Instead, Conaphore design directs all the light where it is most effective, and shoots a long,

broad beam ahead for 500 feet and more.

Design That Produces These Results

Patented corrugations on the inner surface of the Conaphore bend down the beam, while cylinders in the center fan ample light sidewise. Corrugations also limit the height of the beam to 42 inches, so that there is no possible chance of blinding the other fellow. Legal everywhere.

The Conaphore is made of Noviol Glass (patented). This yellow-tint glass causes light to pierce fog and dust without "back-glare." This is because it absorbs the blue and violet rays, so easily dif-

fused by fine particles in the air, and projects a mellow beam that is easy for the eye to follow.

Motorists Demand Efficiency

This season, headlight laws are being more rigidly enforced than ever before. Motorists are demanding a reliable no-glare device, that gives maximum driving range under all conditions.

| Retail Price List (per pair) | Noviol Glass | Clear Glass |
|---------------------------------|-----------------|----------------|
| 5 to 6 1/2 inches incl. | \$2.40 | \$1.60 |
| 7 to 8 1/2 inches incl. | 3.50 | 2.50 |
| 8 1/2 to 10 inches incl. | 4.50 | 3.00 |
| 10 1/2 to 11 1/2 inches incl. | 6.00 | 4.00 |

Prices 25c more per pair west of Rocky Mountains.

Sizes vary by steps of 1/4 inch above 6 1/2 inch size.

Conaphore Sales Division

Edward A. Cassidy Co., Mgrs.

Madison Ave. and 40th St., New York

CORNING CLASS WORKS

**NO GLARE
RANGE 500 FT.**

CONAPHORE

**PIERCES FOG
AND DUST**

Manufactured by the World's Largest Makers of Technical Glass

A QUESTION OF IDENTITY

Reconciling the Waste You Order With the Waste You Get.



The Earl of Blink is said to look somewhat like the Earl of Blank. One of the two came to court the other day and a cockney standing by described the arrival thus:

"Hup drives the Earl of Blink in his carriage and hout 'ops the Duke of Blank."

How many times have veteran waste buyers opened a newly arrived bale and wondered by what process of laying and mixing the manufacturer has got Blink waste confused with Blank waste! All the buyer knows is that he ordered Blink and got Blank.

He ordered, say, a 100-pound bale and got 138 pounds. Not 138 pounds of waste. Only 124 pounds of waste, but—14 pounds (10%) were accounted for by the wrappings of heavy old burlap and rusty bands.

But he paid for 138 pounds of waste—which was neither what he ordered nor what he got.

He had prepared specifications to suit what he considered his needs of service and price. He had designated the color, the ingredients, lengths of thread and so on. If he got them he was surprised. If he didn't he hoped that it would balance up on the next order. "The next lot," he reasoned, "will be as much above specification as this one is below."

Waste used to be merely waste. Now it has become standardized, guaranteed. Standardized waste has a definiteness about it, like standardized, trade-marked sugar, or coffee or writing ink. How the old-timers would have scoffed at the very notion.

Phase No. 1—The Goods.

For some time the Royal Manufacturing Company, of Rahway, New Jersey, had been planning and experimenting in the hope of some day bringing order out of chaos and developing a waste that could be depended upon to be as ordered—whenever ordered and in whatever quantity. It seemed to the Royal people that here was a great but dissatisfied market; that huge sums were being wasted yearly by railroads, big industrial concerns and others who must have waste and accepted the best they could in the absence of a uniform product.

Not only in price wastage but in ordering as well, waste was a sore finger on the efficient hand of industries which in other respects were developed and standardized to a point never before approached in history. High priced men lost time and patience trying to arrive at the specifications they thought they wanted and then lost their temper trying to get their prescriptions accurately filled.

Here, said the Royal folks, is a difficult but possible problem. In our sample rooms we

have hundreds of prescriptions covering the real and fancied needs of every conceivable buyer, both as to service and price. Too many. Confusing and unnecessary. Why not go out into the market with a bunch of prescriptions, get opinions from many buyers, check up their preferences and choose the twelve most desirable grades, six white and six colored? Then why not name, standardize and advertise these twelve?

It was a daring thought to introduce into a market that had become sore and skeptical from years of shabby treatment. Standardize waste! Pooh, pooh! Waste is merely waste and always will be. That was the attitude everywhere.

The Realization.

There is always a fascinating something about pioneering. Nothing in industry is so full of romance as this business of taking a crude and despised bulk commodity and transforming it into a standardized specialty article. Royal did it.

First the twelve grades were selected in conformity with the most reliable opinions procurable in varying industries. They were made up into neat sampling catalogues and sent out to the trade with this message:

"One of these twelve grades is precisely what you need. Which? Why select from hundreds, squander your time and draw your pay in the coin of uncertainty? We guarantee that your order from one or all of these samples will be filled exactly, without apology or compromise."

The guarantee went farther. It included the assurance of even weight, as ordered, six per cent "tare" (wrappings) and real refinement and cleanness to boot.

It would take much space to detail the obstacles and discouragements that made these extraordinary promises possible of fulfillment. It is a long story how new machinery was contrived and installed; how the personnel of the organization was sifted and broadened; how each individual order was checked, rechecked



Royal Waste Liven's Up Trade.



Say Royal to the man who buys your supplies —

Tell him he can standardize his waste purchases

- that he can get uniform quality, 6% "tare" (wrappings), even weight — all guaranteed.
- that buying the best waste means time saved, effort saved, money saved.
- that getting uniform waste by name beats the old way of trying to get it by specification — and costs no more.
- that the man who works with Royal Cotton Waste knows.

"Producing the Fittest in Waste" is a good book—write for it. The Royal Sampling Catalogue is mighty well worth getting from your jobber or us. It is worth your while to follow up the worth-while Royal campaign in the big magazines.



TWELVE GRADES

Each best for a special need of service and price

| Six White | Six Colored |
|-----------|-------------|
| Baron | King |
| Count | Marquis |
| Czar | Mikado |
| Duke | Prince |
| Earl | Rajah |
| Emperor | Sultan |

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

RAHWAY, N. J.

New York Office—2 Rector Street

St. Louis Office—Pontiac Bldg.

Chicago Office—People's Gas Bldg.

Pittsburgh Office—Oliver Bldg.

San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

and checked again for quality, for weight, for "tare." Suffice it that all these things and many others were done and that waste, the black beast of industry, was at length tamed and standardized.

Phase No. 2—Telling the Story.

Advertising is own brother to standardization. In modern business the intelligent specialty manufacturer feels himself concerned with the sale all the way to the actual user of the goods. So reasoned Royal.

The trade publication field was fine combed in the search for those media best qualified to carry the Royal message. No expense or effort was spared to procure art work and text that should be convincing because sincere. First half-page advertisements were used, then full pages, developing a powerful campaign that always broadened and dug deeper into the waste market.

"For," said this manufacturer, "we are not satisfied to sell a distributor. We must also help him sell to his customer, and until that is done the transaction is unfinished."

The sampling catalogue mentioned earlier in this article was distributed broadcast, as well as small individual containers showing the special grade the customer is most likely to find suitable. An attractive little book was prepared, explaining in words and pictures the why and how of waste economy through standardization—a very essential detail in a market where so very little was known of the product.

Supplementing these advertising helps an elaborate follow-up system was devised, developing a list of more than 30,000 names, which is constantly checked, added to and pruned of hopeless prospects.

Backing Up the Distributor.

A distributor's salesman can't always be expected to know as much about waste—its ingredients and quality—as a man who has specialized in it for years. He usually carries a great many other lines—enough to keep him from getting bored.

So the Royal policy is to follow up the distributor's salesman, to keep them posted on every development of interest and freshened on talking and selling points. This is intensified co-operation.

When a jobber has a convention of his salesmen Royal always asks permission to attend, to talk to the men, to hold test sales and in every other way familiarize the organization with the waste market, its opportunities and the best manner of attaining results.

A case in point. Recently a big jobbing house held a convention and entertained a representative from the Royal Manufacturing Company. When the convention was over the men were thoroughly primed on waste. **In the succeeding three months they sold more waste than the organization had distributed in any single previous year of its existence!**

Yes, the whole thing has been a success, a big success. The company is entering upon its fourth year of advertising standardized waste and otherwise pushing it from every legitimate angle. The difference is that this year's campaign is planned to be by far the biggest and most vigorous in the organization's history.

Isn't this a splendid demonstration of the fact that, commercially speaking, there are no crude products? Isn't it the methods of the manufacturer himself that are generally crude?

TO EVERY MERCHANT

You and we are safe at home—because thousands of brave American boys have gone, or are ready to go, to the French front for us.

Germany slapped you in the face when she sank the Lusitania—not to speak of her hundreds of other crimes against the Stars and Stripes. Our boys at the front, our boys on U. S. destroyers on the seas, will not forget these deeds. Now, what are we going to do about it? Just fold our hand and say we are "sorry"? No, sir! We're going to do everything in our power to fight here at home. And the form of fighting to get good and busy at right this minute is **TO OURSELVES BUY AND INDUCE OTHERS TO BUY ALL THE 25-CENT THRIFT STAMPS AND \$5 WAR STAMPS WE POSSIBLY CAN.** The more we buy, the more we help sell, the greater our blow at Kaiserdom.

VISIBLE MEASURING PUMPS



The Groetken Pump Company, of Aurora, Illinois, are just placing on the market a Visible Measuring Pump, which can be attached to any curb pump and will inspire the confidence of the public, in seeing that they are getting just what they are paying for.

The Groetken Visible Measuring Pump will save about \$150 on every "blind" curb pump to which one is attached is the claim made for it.

It thus converts blind outfits into visible ones.

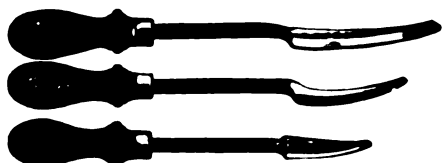
Besides being practical it is economical, as it has no excess parts, being shipped complete for erection. It entails no operating expense, consumes no power, requires no expensive electric motor, is simple in construction, easy to understand; anyone can operate it.

They will be glad to give full information to any of our readers upon request.

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls

Offset Screw Drivers

Send for Catalog

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



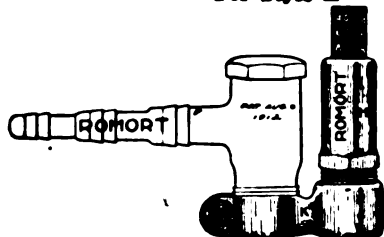
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

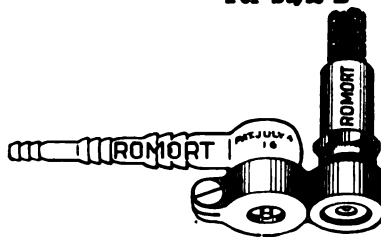
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,
ROMORT MANUFACTURING CO.
OAKFIELD, WIS.

Sales Dept.
THE ZINKE COMPANY
1323 Michigan Ave.
CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

EFFECT OF GOVERNMENT CONTROL OF RAILROADS ON SHIPPER'S RIGHTS AND RAILROAD'S LIABILITIES.

(Copyright, by Elton J. Buckley.)

Cincinnati, Ohio.

Elton J. Buckley, Esq.

Dear Sir:—There has been a great deal of discussion among the members of our association recently over the effect which the taking over of the railroads by Mr. McAdoo will have on the rights of shippers and receivers of freight. No two opinions agree on the point and we think business interests generally are greatly confused about it and would like light. In our own case, we placed an order for goods in Chicago early last month which was acknowledged and accepted by the manufacturer, who has shipped the goods, but they have not arrived and a tracer put out by the railroad has not found them. They were sold f. o. b. Chicago. We expect that somebody, either ourselves or the manufacturer, must bring suit to recover for these goods if they do not appear, but we are uncertain whether to sue the United States Government or what to do about it, and our lawyer does not seem to be able to tell us. He wrote to Washington to get an opinion, but it has not come as yet.

A great many other members of our association also have claims against the railroad for

lost or damaged goods, or overcharge of freights, but they are afraid to go ahead for fear that the money they spend will be wasted. I have been asked to write to you in the hope that you may be able to throw light on the point. If so, please accept our thanks in advance.

McINTYRE & BRO.

The taking over of the railroads by the Government did not change in any degree whatever the rights of shippers or the liabilities of the roads. As a matter of fact, the Government did not in the fullest sense, take the roads over at all. It merely started in to control them. Every liability that rested on a railroad before the Government took it over, rested on it afterward, and in precisely the same way. What is the liability of a railroad? It is to carry goods committed to it, to their destination properly, safely and within a reasonable time. If they are lost, or damaged or so unreasonably delayed that loss ensues, the railroad, if it can be shown to have been negligent, is responsible. But its responsibility is always limited—just as sharply limited as the railroad can make it—by the bill of lading.

All of the above is as true today as it was before the Government got into the matter. Any shipper whose goods are misused or lost by a



Six of the Many Uses

Cleans, Smooths & Polishes Anything & Everything

A lightning cleanser and seller! Meets a multitude of needs for home, farm, dairy and shop.

CAN'T BE BEAT FOR—
Cleaning, scouring and polishing aluminum, steel and iron kitchen utensils, sinks, stoves, bathtubs, basins, and fixtures, bric-a-brac, etc. Removing dirt, mud and rust from farming utensils, garden implements and tools; from autos, bicycles, carts, wagons and trucks.

Eliminating old coats of paint, varnish, shellac, etc., and rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever the object is that needs to be cleaned or brightened AMERICAN STEEL WOOL is essential and incomparable.

Six Grades and Each the Best for a Special Use

Your jobber can supply you with a trial gross of American Steel Wool in the ATTRACTIVE NEW HOUSEHOLD PACKAGE. Otherwise write us. Please refer us for "Dictionary of Uses" and "Instructions for using."

AMERICAN STEEL WOOL MFG. CO., INC.
Dept. "X" In New York City

Beautiful New Package



railroad company should make claim and bring suit in precisely the same way as he would have done before, and against the same people. His case is determined by the bill of lading plus the facts, and the roads are using the same bills of lading that they have always used. I talked with eminent railroad counsel a day or two ago. The roads are taking the position that their legal status is unchanged, so far as liability to shippers is concerned, and are raising no technicalities whatever. So far as I have seen there has been but one exception to this: the case of a Southern railroad which when sued by a shipper for damages raised the point that as the railroads were now a United States agency, they could only be sued in the United States Courts. It has always been possible to sue a railroad in a State Court, or even in a small court like a magistrate's, alderman's or justice's court. The court decided against the contention and ruled that shippers could sue a railroad for damages in the same court as before, the Governmental taking over not having made any difference in this respect.

This reports the situation up to date. The roads would not be surprised to get some ruling from Washington changing the situation, but I cannot see how the Government could very well change the liability of the roads to shippers. Certainly it could not do it as to cases which

have already arisen, and to do it with future cases would be a revolution. I do not expect anything like that to occur.

HOW'S THIS FOR A STORE GREETING?

"To you who enter this place, we give hearty greeting.

"We would rather see your face coming in than your back going out.

"This is not a refrigerator plant, but a human store, where warmth of cordiality is extended to all.

"This is your store, conducted by us. Come as often as you wish, stay as long as you can, whether it be for a purchase or a look around."

President Wilson has asked you to practice self-denial on the wheatless and meatless days set apart for your observance. Are you doing it?

You live in the thoughts you associate with. They form a part of the forces which are moulding you and forming your character. It is either moulding a character for stronger, abler, broader, more courageous, more resolute achievement, or it is a breaking down process which is undermining and destroying the possibility of adding forces to those already accumulated. Its final result is the character in its creation.

Are You Selling King Padlocks?

They are excellent sellers offering attractive profits for you.

Exceptionally **attractive** and strongly built, being made from a solid bronze casting bored out to receive mechanism.

17 to 31 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOCK works under the most rigid tests.

If you want to add a padlock to your line which needs no apology but which will sell readily and net you a **nice profit**, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY, 319 W. Ohio St., Chicago

WERE GERMANS REALLY LEADERS IN SCIENCE?

A decade or two ago it began to be reported that the land along the Rhine was producing a race of men surpassing all others in science and invention.

"How about this?" demanded the old line American, who believed the honors belonged to his own country. "Didn't Morse invent the telegraph and Bell the telephone?"

"That's true," was the reply, "but the Germans have done everything else; they say so themselves."

Now turn to the encyclopedia. In war, where the kaiser's subjects should lead, these Americans have blazed the way: Hall, first practical breechloader; Colt, revolver and repeater; Gatling, the machine gun, and Sir Hiram Maxim, born in Maine, the automatic quickfirer. Fulton put the first engine into a warship, showed what the torpedo would do and built a submarine. Drebbel, a Hollander, worked on the undersea boat; Bushnell, American, was another pioneer, and our Holland shared with the French the honor of making them work. In England, Whitehead invented the self propelled torpedo, and Shrapnel that deadly projectile which bears his name. France

used ironclads in the Crimean war, and Ericsson built the first turret ship.

True, they have given especial attention to using these as means of destruction of any who they imagined might thwart their hellish designs and purposes.

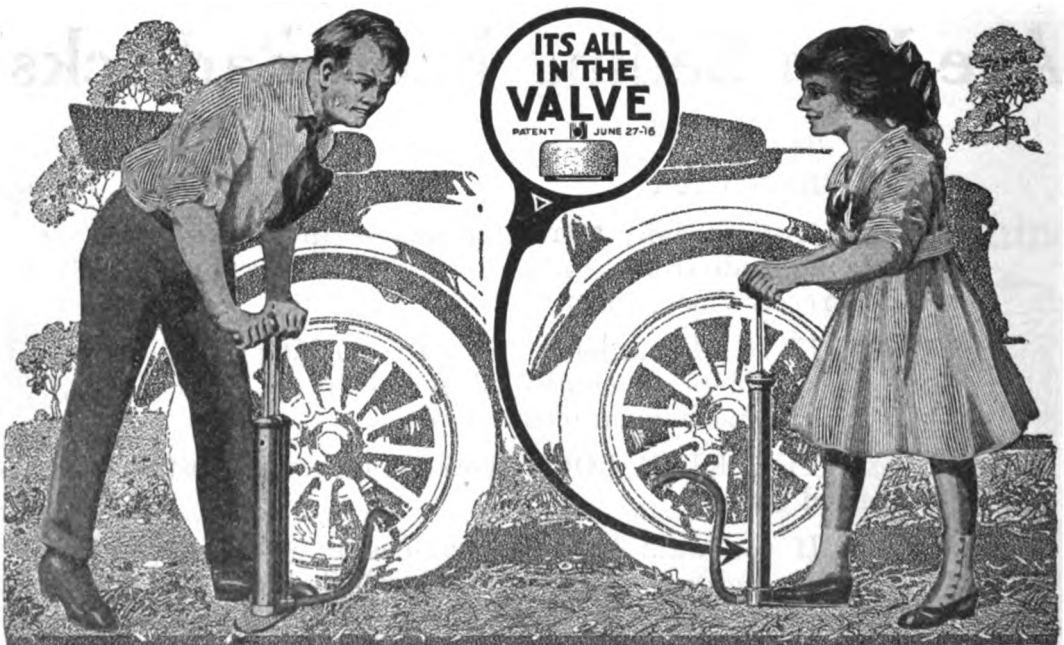
Watt and Newcomen, English, made true the dream of a steam engine, while Stephenson was acclaimed father of the locomotive. Fellow countrymen had invented spinning machinery, the thresher and the turbine engine. In America the list showed: Whitney, the cotton gin; Westinghouse, the air brake; McCormick, the reaper; the Hoes, modern printing press.

Morton, Boston dentist, first used ether in an operation, while for England these names appear: Harvey discovered circulation of the blood; Jenner, vaccination; Lister, antiseptic surgery. Pasteur, the great Frenchman, showed the relation between micro-organisms and disease. Cugnot made the first successful automobile; Lenoir, gas engine; Daguerre, photographs.

For Edison these triumphs are listed: Phonograph and moving pictures, the incandescent electric light, besides wonders in telegraphy.

In 1899 a brilliant Italian, Marconi, thrilled the world with his wireless telegraph, and four years later the Wright brothers crowned the

DID IT EVER OCCUR TO YOU?



He: Curse my luck, can't see why they put a pump like this in such a good car.

JOBBERS DEALERS USERS
MORE ROSE PUMPS ACTUALLY PURCHASED BY DISSATIS-
FIED USERS OF OUT-OF-DATE PUMPS LAST YEAR
THAN ANY OTHER PUMP IN EXISTENCE
 There is a Reason. Find out yourself. Write for a sample.

She: Gee! I'm glad Dad bought this ROSE PUMP or I'd sure be stalled.

J. E. HANNEY & COMPANY
Manufacturers
HASTINGS, NEBRASKA
 Rose Pumps, Grease Guns and Fan Belts.

work of many experimenters in the aviation field.

To make the story short, Kaiser Wilhelm & Co. put it over. A doleful cry arose: England was decadent, France was slipping and the old line American had disappeared, succeeded by a variety which blushed for its country and saw salvation only in remodeling along German lines.

Then came August, 1914. The boasted schools of the fatherland had produced a nation of 67,000,000, which allowed, with scarcely a protest, an autocratic master to order them into war. Slowly the fog cleared away. The Germans had accomplished much, but chiefly along lines marked out by men of other races.

Writing of our period, the future historian might well end an interesting chapter with these words: "The war showed the Teutonic people were not of superior mentality, but an examination of their methods is recommended to all students of publicity; they afford a striking proof of that advertising pays."

A POOR FINANCIER

He: "We'll have to give up our intended summer trip. My account at the bank is already overdrawn."

She: "Oh, John, you are such a wretched financier. Why don't you keep your account in a bank that has plenty of money!"

CORK INSERT BRAKE LINING

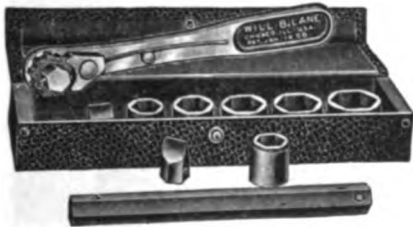
Having heretofore confined itself to the manufacture of brake linings for replacement on Ford cars, the Advance Automobile Accessories Corp., Chicago, Ill., will hereafter also supply these linings for other cars. Cork insert brake lining is made of high grade fabric, into which are inserted disks of cork. The reasons for the use of cork are that it has an exceptionally high friction co-efficient and that its co-efficient is very little affected by the presence of oil on the brake surfaces. Owing to the high friction co-efficient, comparatively little pressure is required on the brake pedal. The lining is impervious to oil and grease, consequently it will not swell and the surface never becomes glazed and slippery.

We are informed that these brake linings have been used by a Chicago taxicab company for over six months. It is obvious that the service on a taxicab is very severe, but in spite of this fact, the cork insert lining is said to have given most satisfactory service, the brakes being still as efficient as when installed and show practically no wear.

Your Government asks you to support it, not at any real sacrifice, such sacrifice as it demands of the men in uniform but to support it at a money profit to yourself.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type

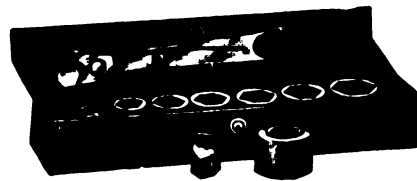


Ford Set

**No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-grade steel and case-hardened.**

The Ford Set Contains:

- 1 handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- Six sockets to fit all nuts and bolt heads on Ford car, including the cylinder head.



Standard Set

**Handles drop-forged.
Manufactured and sold for past 10 years on merit.
Handled by jobbers in all parts of the world.**

Every part fully warranted.

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows:
U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{1}{2}$ in.
A. L. A. M. Standard from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 to $\frac{1}{2}$ in.

Manufactured
... only by

WILL B. LANE

180 NORTH DEARBORN STREET

CHICAGO, U. S. A.

NEW TYPE OIL GAUGE FOR FORDS

What every Ford owner has been waiting for—it cannot break—it will not leak—it is absolutely accurate and dependable and can be easily read, even at night.

It consists of a metal chamber containing a float with a rod extending out of the top with a white ball on the end of the rod. The height of the ball tells the amount of oil.



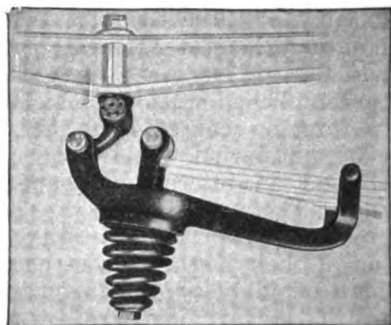
Mr. Dealer:

These gauges cost you \$4.00 per dozen f. o. b. 126 largest cities.

APCO MFG. COMPANY
DUDLEY ST., PROVIDENCE, RHODE ISLAND

HERE'S A REMARKABLE RECORD.

On December 10th, 1917, Walter S. Burgess Mfg. Co. started to put the Burgess Rebound Check and Shock Absorber on the market. By March 1st of this year they had outgrown their old factory and are now in their new home at St. Joseph, Michigan. In little more than three months their production has increased to more than 500 sets daily.

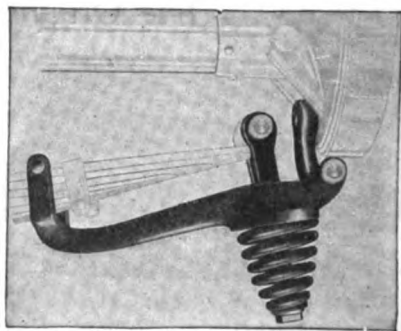


The reason this device made good from the start is due to the fact that it actually does what has been claimed for shock absorbers for years—that is it controls the car springs and prevents rebound—and also absorbs small shocks.

On the upthrow, with this device, the weight of the car above the chassis is transferred from the tips of the springs to points near the centers where the recoil is greatest. It is impossible to control rebound from the tips of the springs.

The conical springs absorb vibrations before they reach the main springs of the car.

Thus in one simple, easily attached article are combined two essential devices for the life and easy riding qualities of every Ford car.



Price is low, being \$15.00 per set of four. Same type for all models of Ford cars. Every set is guaranteed as to material and workmanship and fulfillment in actual performance of every statement made in the factory's advertising, if device is installed as per instructions furnished with each set.

This is a live and satisfactory product and each reader of this magazine should get further particulars from The Zinke Company, 1323 Michigan Ave., Chicago, who are handling all sales. Please mention the name of this paper when writing.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.
1451-53-55 Michigan Ave.,
Chicago

YOUR TRADE WANTS



The Highest Grade Coil
File Made

IT'S A TOOL

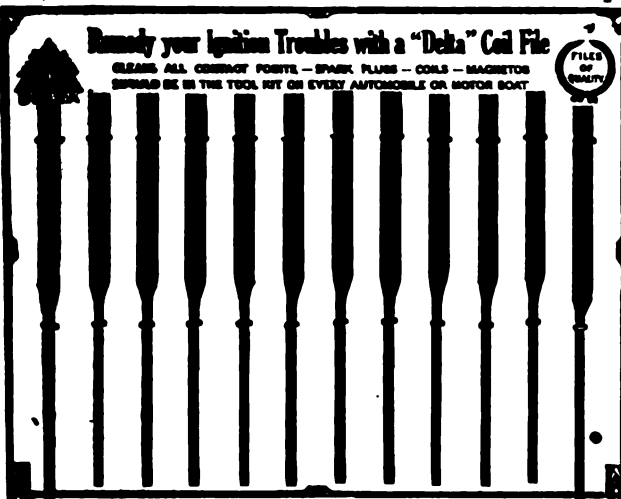


Will Please Your Customers

Needs Only to be
Displayed to Make
Sale

REMEDY Your IGNITION TROUBLES with

DELTA COIL FILE



**Cleans All Contact Points, Spark
Plugs, Coils, Magnetos**

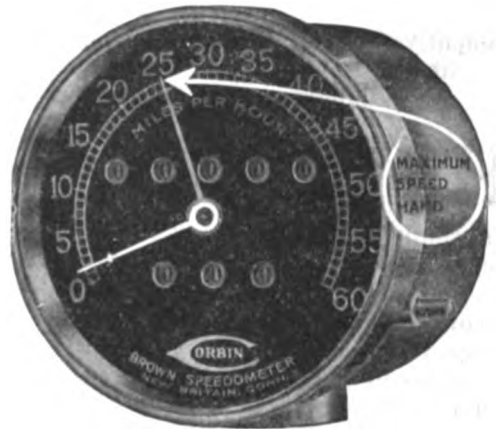
*Should be in the Tool
Kit on Every Auto-
mobile or Motor Boat*

High Grade Files for Every Purpose



DELTA FILE WORKS

PHILADELPHIA, PA., U. S. A.



*Practical Reasons for
Equipping the*

CORBIN-BROWN SPEEDOMETER

Operating on the centrifugal principle, the Corbin-Brown is immune to electrical disturbances and is not affected by extreme temperatures.

Compound governors enable it to record accurately as low as two miles an hour. These governors also absorb all shocks, so that the indicating hand remains steady.

The trip odometer is **below** the indicating hand. Its reading is not interfered with when the car is in motion. The season odometer is 100,000 miles, with automatic reset to zero when the limit is reached.

The Corbin-Brown can be connected to either right or left wheel or to the transmission. It records speed and mileage whether the car is moving forward or backward. In some other speedometers the indicating hand does not record any mileage when the car is moving backward, while the odometer subtracts mileage instead of adding it.

The Maximum Speed Hand, an extra feature, registers the highest speed attained and remains at that point until reset to zero, which can be done in an instant.

Equip the Corbin-Brown for 1918

Catalog on Request

The Corbin Screw Corporation

American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

*Makers of
Corbin Duplex Coaster Brakes for Bicycles*

Trenton Idea of Community Development

Frequently we receive inquiries from dealers who want to know the meaning of the "Trenton Idea." Rarely is the subject mentioned in a convention without bringing similar inquiries. The origin, purpose and results are told in this article.

"HOW large is your town?"

A common-place question, one of the first a visitor asks and one local tradesmen usually are glad to answer. Hundreds of times it has been asked of and answered by various factors in local commercial and industrial enterprises. Generally the question is asked because the visitor feels it is his duty to give the townsmen an opportunity to brag about the town's rapid growth or to magnify the population. Nearly always the townsmen feel it is their duty to improve the opportunity. The question is asked and answered perfunctorily and then the conversation drifts into other channels.

Once this ordinary question was propounded for a different purpose and with results vastly different. Indeed, the question and answer and the subsequent questions and answers marked the beginning of a movement which, from the standpoint of community development, is one of vital importance. The questioner had no idle curiosity. He was genuinely interested. He cared nothing about the census report. Whether the town had 500 or 5,000 people nothing to him. He wanted to know whether the people of the town realized its possibilities, whether they were awake to its opportunities. He asked the question in its broadest sense and by subsequent questions he gave it a new meaning. Within a few moments thereafter a great idea was brought forth.

This important incident happened several years ago in the town of Trenton, Mo. Trenton is the county seat of Grundy county, situated about midway between Kansas City, Mo., and Quincy, Ill. Until the big thing happened Trenton was not essentially different from the thousands of other towns of the same size and class. The environment and citizenship were about the same as one finds in other agricultural districts.

Perhaps Trenton was somewhat more progressive than the average town of its size, for Trenton had a commercial club. The organization had been launched with a flourish of trumpets and practically every business man in the town had joined. Much enthusiasm was manifested and great things were expected. A board of directors had been chosen from among the younger and more energetic of the members. The directors were bound to do something for the upbuilding of the community. They were consumed by that desire. Trenton was going to be placed on the map in larger letters.

How to accomplish these things was the question. All of the directors had ideas, but somehow none seemed to meet with universal approval. The members of the board felt keenly their lack of experience and hesitated to take any radical step. They wanted to do something worth while, but could not determine what it ought to be. One day the suggestion was made that the club request the secretary of the Kansas City Commercial Club to send somebody to Trenton and advise the directors as to the course they should pursue. This plan was approved and a letter carrying the request was immediately forwarded to Kansas City. In due time M. V. Watson, a former president of the Kansas City Commercial Club, went to Trenton in response to the call.

A committee of the directors of the Trenton club met Mr. Watson at the station with an automobile. The chairman of the committee was Tom Witten, Trenton's leading implement dealer, one of its best citizens, a big, broad man, whose heart overflows with the milk of human kindness.

Before the automobile had started on its journey to the club headquarters, Mr. Watson asked:

"How large is your town?"

Being chairman of the reception committee, Mr. Witten answered the question. To use his own language, he "swelled up as much as possible and replied that the population was about 6,500."

A frown came over the face of the visitor. "I didn't mean that," he said. "How large an area does Trenton cover?"

Mr. Witten wasn't quite sure, but he concluded he would make it large enough if he said "about two square miles." Again the frown appeared on Mr. Watson's face. Plainly he was not satisfied.

"What?" he exclaimed. "Only two square miles?"

"Has it ever occurred to you," he went on, "that Trenton should be as large as the trade territory tributary to it?"

For a few moments the members of the committee were puzzled by the question. Never in their fondest dreams had they pictured Trenton as a large city. They had visualized it as a town of gradual and healthy growth, but always as the trading center of a prosperous agricultural section.

Then like a flash of lightning the meaning of the word "large" in Mr. Watson's question dawned upon Tom Witten. It was not that

Trenton should extend its corporate limits over the surrounding country, but that it should become in fact the center of the entire community, the headquarters of a community movement which would develop not only Trenton, but the entire territory upon which Trenton depended for its trade.

Thus was born the Trenton Idea, the plan of community development which takes in both farmers and merchants as factors and both town and country as beneficiaries, the idea from which has come the modern small town commercial club whose membership comes from both sides of that imaginary line called the city limits. The members of the Trenton club began to ask themselves these questions:

What is the difference between the man who drives five or ten miles and the one who walks five or ten blocks to trade with Trenton merchants?

Is not the man who has money invested in land and stock and farm operating equipment just as much a business man as the merchant who has money invested in store and merchandise?

Do we not make an unjust distinction when we say, "business men and farmers," instead of "merchants and farmers"?

Why not try to bring that farmer friend of ours living just a few miles out to feel and realize his importance as one of the units of the community?

Why not try to raise the standard of his efficiency?

Why not make him feel that he is the equal of any merchant in the town where he does his trading?

If he lives in a section which naturally sends its trade to Trenton is he not to all intents and purposes a citizen of Trenton?

Why not look upon all of these farms located in Trenton trade territory as big factories, whose output could be increased by assistance we might render by helping the farmers to realize the wonderful possibilities of intelligent, scientific farming methods?

And finally, why no co-operate with the farmers in every well-directed effort to improve the roads, increase the efficiency of the schools, raise the standard of social life, lighten the burdens of farm men and women and in every feasible way endeavor to make farming more profitable and farm life more attractive?

The answer to these questions came in the form of amendments to the constitution of the Trenton Commercial Club, changes which made that organization the first to embrace in its membership not only the merchants and professional men of the town, but the farmers of the surrounding territory.

Then the club inaugurated a membership campaign. Two captains were elected and instructed to choose sides for a contest. They

were instructed to seek members in every walk of life and especially to enlist the interest of the tillers of the soil. The members of the committees went into the country and conducted meetings at school houses and churches. They stopped farmers and others on the streets and solicited them to join the club.

When the campaign was started the Trenton club had 150 members, all residents of the town. At the end of the membership contest, upon which a limit of four weeks had been set, the roll contained 489 names, more than half of which were names of farmers. Under the terms of the contest the side which obtained the fewer new members had to entertain the entire membership at a banquet. This event was attended by more than 500 persons, about equally divided between townspeople and farmers. Mr. Watson came from Kansas City to address the meeting and talks were made by the leading merchants and farmers.

The meeting marked an epoch in the history of Trenton. Referring to it in one of his convention addresses later, Mr. Witten said:

"If our commercial club had disbanded after the banquet the great good we did that evening in bringing together a representation of all of the citizens of our community with one great interest, pulling side by side for the betterment of our homes and our neighbors' homes—I say if we had stopped there and disbanded our club, we would have been well paid for the expenditure of time and money."

Today most of the farmers who trade at Trenton are members of the Trenton Commercial Club and the organization is making long strides in developing the resources of the community. Here are some things it is doing.

Promoting modern methods of agriculture, thus helping the farmers to obtain maximum yields from every cultivated acre.

Co-operating with the authorities in improving the roads.

Instituting and taking part in various efforts to improve the schools.

Promoting health by encouraging the adoption of methods and the use of equipment which make for sanitary conditions around house and barn.

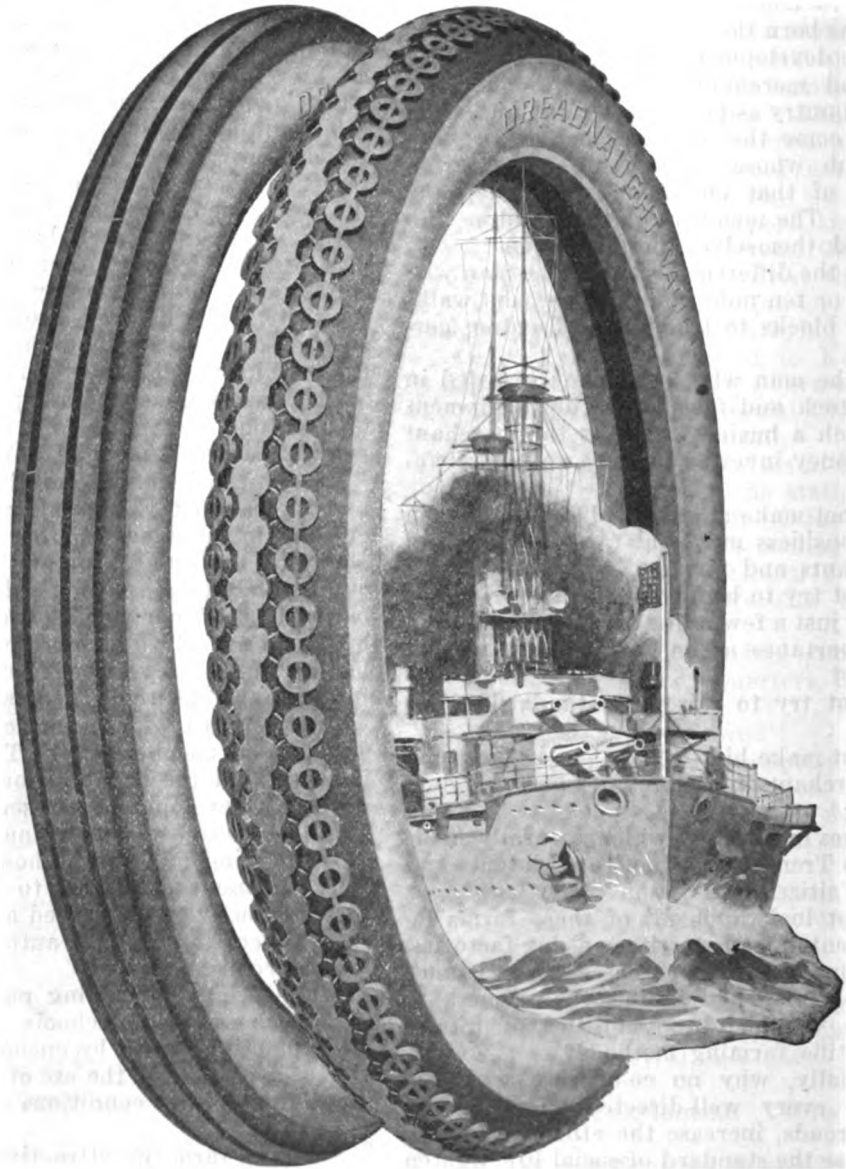
Making farm life attractive by encouraging the installation of modern conveniences.

Promoting sociability and a spirit of comradeship between members of the community.

In short, leaving nothing undone within its power to advance the welfare of all the people of the community.

In promoting agricultural extension the club has conducted corn contests and awarded valuable prizes for best results achieved. Holding that, in normal times, grain brings larger returns for the producer when sold "on the hoof" rather than by the bushels, the club has conducted pig contests with prizes. On one

FOR THE 1918 SEASON



And Super-Dreadnaught Inner Tubes

WITH A FULL LINE OF

Automobile Accessories and Supplies

DUNHAM, CARRIGAN & HAYDEN COMPANY

San Francisco, California

occasion it arranged for a series of lectures on farming topics for boys. These were attended by more than 100 youngsters, all of whom were entertained during the period of the instruction at the homes of Trenton citizens.

The feature activity this year was a calf club promoted for the purpose of dairy extension. Every farm boy or girl who registered as a member of the calf club was given an opportunity to buy at actual cost a high bred calf. The calves were sold on credit, settlement being made by note endorsed by the buyer's parents, guardians or adult friends. Under the terms of the sale the calves were to be retained by the purchasers or they might be returned to Trenton and disposed of at public sale, and the difference between the price then realized and the amount due on each note was the compensation of the boy or girl for taking care of the animal. In addition, the Trenton club awarded prizes aggregating \$50 to the four contestants who made the best showing in gain of weight.

What all of these activities mean to the community can easily be imagined by those who realize the importance of agricultural extension. And it is hardly necessary to add that the Trenton Idea put into practice, in the very nature of things, is a hard blow to the mail order evil.

ANOTHER WESTERN BRANCH

Tacoma has "arrived" as a world port—and Johns-Manville Service, the service that "covers the continent," is there.

Tacoma's port business has increased 300 per cent over 1913—the highest pre-war total—with a higher figure expected because of its natural shipping facilities, its connection with the Far East trade and the C. M. & S. P. railroad's agreement with the Japanese lines. To these commercial advantages have been added six huge shipbuilding plants, turning out both wooden and steel ships.

For the better service of the shipbuilding and allied interests, as well as the constantly increasing number of manufacturing plants, the H. W. Johns-Manville Company have opened a new branch office at 1015 A street, Tacoma. Here is carried a complete stock of asbestos packings, moulded and in sheet form, and other well-known Johns-Manville Power Plant Specialties. The advantage of a complete stock at hand lies not only in the aid it affords to a proper selection, but in the prompt deliveries which can be made—a point of service greatly appreciated by packing users.

Tacoma industries thus are assured the same service that every other large city enjoys—another example of the Johns-Manville Service which "covers the continent."

THE REASON

"Don't you love our song, 'The Star-Spangled Banner'?"

"I do," replied Senator Sorghum.

"Then why don't you join in the chorus?"

"My friend, the way for me to show real affection for a song is not to try to sing it."

**Rex
Gasoline
Hose**



**Fully
Guaranteed**

Rex Gasoline Hose has a core of asbestos packed steel tubing, covered with gasoline proof gum, over which is woven a cotton jacket. Rex Gasoline Hose is recommended for use in connection with measuring pumps for gasoline and oil, and to those who require service and satisfaction.

The couplings are of the compression type, especially designed so they cannot leak or pull off, also giving full flow without any back pressure to pump. Couplings and hose to fit all pumps, made in the following sizes: 3/4-inch, 1-inch and 1 1/4-inches. Any length.

Packless Anti-Drip Nozzles also furnished.

Distributed By

Dunham, Carrigan & Hayden Co.
SAN FRANCISCO



JUST THE SOCKET WRENCHES THAT SELL JUST THE WAY TO SELL THEM

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.

HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. CRANDALL CO., Nashville, Tenn.

A MUCH NEEDED EXPLANATION OF TWO COMMON, BUT LITTLE UNDERSTOOD, PROMISSORY NOTE PHRASES

(Copyright by Elton J. Buckley.)

After making an experiment which I am sure will interest the readers hereof, I shall devote this article to explaining two phrases in everyday use in connection with promissory notes, which directly affect the rights and the remedies of all the parties to a note, whether maker, payee, endorser or holder.

I had long suspected that business men generally had no real idea of the meaning of the phrase "without defalcation," which occurs in practically every promissory note, and the phrase "without recourse," which often occurs after the name of some endorser. I asked ten business men, every one of whom has more or less to do with promissory notes, what he thought the words "without recourse" meant if written after an endorser's name. Three knew, but the remaining seven had no adequate conception at all. I also asked the same ten what the words "without defalcation" meant in the body of a promissory note. They appear in practically every promissory note given. **Not one of the ten knew this.** They all thought it meant without embezzlement, "defalcation" being a familiar synonym of embezzlement.

After this experiment it occurred to me that I had better devote one of these articles to elucidating these most important terms.

"Without defalcation" has nothing at all to do with embezzlement. The word "defalcation" is here used in a different sense—the sense of set-off or counterclaim. When a note containing these words is signed, it means that the maker of it will pay for it in full even if he has a good claim against the holder of the note which he could ordinarily set off against it.

Let me illustrate: A is a hardware merchant, B is a contractor. A sells B all his building hardware, and by and by it reaches a large sum and B gets behindhand in paying it. Finally B gives A a note, "for value received and without defalcation," payable in six months. Before the note is paid, A decides to enlarge his store and engages B to do the work. After the work is done, their account stands thus: B, the contractor, owes A, the hardware dealer, \$1,000 for building hardware, for which A holds a note. A owes B \$750 for the enlarging of his building. When the note comes due, if those words "without defalcation" had not been in it, B could have deducted A's debt of \$750 from B's debt of \$1,000 and given A a check for \$250. But "without defalcation" means that B will pay in full without any set-off, so he must pay the full \$1,000, and run his chances of getting his \$750 out of A as a separate matter.

This rule also binds endorsers. In other words, if you endorse a note which contains the words "without defalcation," you will have to

pay it in full no matter how good a counterclaim you might have against the holder.

All States do not enforce this rule strictly; some, in fact, refuse to enforce it at all. But the only meaning the words have is the one which the law gives them, and if they are in a note they may at any time rise to plague you.

Now as to the phrase "without recourse." The endorser who writes these words after his name puts himself in a totally different position from other endorsers. As everybody probably knows, a man who simply writes his name on the back of a note must pay it if the maker doesn't. But the endorser who uses the words "without recourse" doesn't have to pay it if the maker doesn't. He merely transfers to the next man the chance that the maker, or perhaps some of the endorsers, if there are any, will pay it. If they don't, it is no concern of his.

The words mean what they seem to—they constitute notice that nobody can have recourse to or payment from the endorser who uses them. This is called a qualified endorsement, and here is a standard definition of it:—

A qualified endorsement constitutes the endorser a mere assignor of the title to the instrument. It may be made by adding to the endorser's signature the words "without recourse," or any words of similar import. Such an endorsement does not impair the negotiable character of the instrument.

Simply transferring the title to a note is a vastly different thing from agreeing to pay it if the maker doesn't. In most cases an endorser who uses the words "without recourse" is useless as a security. The only liability resting on him is that of vendor—seller of the note. He is liable if he falsely represents the financial standing of the maker, and he practically guarantees that the maker of the note was legally qualified to make it, meaning, for instance, that the maker is not a married woman forbidden to make such a note. He also guarantees the genuineness of the signatures and that the consideration was legal. As most notes are all right in these respects—or you can find out about them for yourself—the qualified endorser, in the average case, really adds nothing at all to the strength of the note, or its security.

How this works out I can show by a case that happened only a short time ago. A business man was asked to lend some money for an outside deal. The security offered him was a promissory note with four names on it—the maker's and three endorsers. The maker and two of the endorsers were of doubtful financial standing. The third endorser was of undoubted responsibility, but he wrote "without recourse" after his name. The lender of the money said he knew what "without recourse" meant, but he hadn't noticed it, and he lent—and lost—his money on the security of a note that wasn't worth the paper it was written on. Had he paid attention to the little words "without recourse" he could have saved it all.

EDUCATE YOUR CUSTOMERS TO KEEP BRAKES IN ORDER

Almost every day an emergency arises which demands quick, sure action of brakes of automobiles and trucks. If they respond promptly, it is nothing more than a passing incident. If they fail, it may mean damage and possibly death. The price of neglected brakes comes exceedingly high. That price need not be paid.

Defective brakes are a menace not only to the lives of the driver and those in his car, but are also a danger to pedestrians and every other car on the road.

The object of the brake inspection movement is to decrease the number of preventable accidents due to defective brakes.

It is to be hoped that at least 90 per cent of all cars in the United States will be carefully inspected before the touring season opens. Motorists, clubs and officials are giving the movement the heartiest endorsement and most widespread support.

In one year the brakes on a car are used from 20,000 to 30,000 times. Just one single slip may mean disaster.

The tremendous increase each year in the number of motor cars makes it imperative that increased attention be paid to brakes. In cities in particular, the demands of traffic make efficient brakes urgently needed.

Traffic records show that about 65 per cent of all accidents occur when the car is going 12 miles an hour or less. In the great majority of these cases neglect of the brakes and brake lining is wholly responsible for the accidents.

Brakes are out of sight and for that reason are frequently neglected. The brake inspection movement is preventing this neglect by calling strongly to the motorist's attention the vital and compelling need of good brakes.

He is shown that in many cases a simple tightening of brake rods or an adjustment of brake equalizers will substitute safety for chance.

In all sections of the country prominent motorists, clubs and officials are giving it support. Letters from Francis M. Hugo, Secretary of the State of New York; Arthur Woods, former Police Commissioner; T. D. Pratt, of the Motor Truck Club of America; W. B. Renton, General Manager National Automobile Mutual Casualty Co., and Henry Collins of the Ocean Accident and Guarantee Corporation, Ltd., show the interest that is being aroused.

Firms who operate fleets of trucks have joined whole-heartedly in the movement. Department stores, contractors, express companies and many manufacturers operating more than one car are giving it support. An official of the Motor Truck Club says that 60 per cent of the accidents caused by defective brakes are preventable.

The manufacturers of Thermoid Brake Lining are giving the movement splendid support by special notice in their advertising. Copies of the advertisements are attached. The Thermoid engineers have worked out a chart which shows how quickly a car should stop when going at various rates of speed.

Legislation has abolished glaring headlights in many states. It will probably be but a short time before regular inspection of brakes will be made mandatory.

A lawyer was cross-examining an old German about the position of the doors, windows, and so forth, in a house in which a certain transaction occurred.

"And now, my good man," said the lawyer, "will you be good enough to tell the court how the stairs run in the house?"

The German looked dazed and unsettled for a moment. "How do the stairs run?" he queried.

"Yes, how do the stairs run?"

"Vell," continued the witness, after a moment's thought, "ven I am oop-stairs dey run down, and ven I am down-stairs dey run oop."

Men who are long on words are apt to be short on deeds.



It Will Pay You to Get Our Literature and Price

Three types of barrel pumps. Special five-barrel curb-pump outfit. Visible measure glass dome attachment, which can be attached to curb pumps now in use.

THE GROETKEN PUMP COMPANY
Aurora, Illinois



Have You a Motor?

LOOK! See that groove controlling the oil! The groove full of oil forms a dam. Gas cannot get down, surplus cannot get up. That's why motor has more power, no carbon. ISN'T THAT A REASON!

Write for Booklet W. Ford size and under 50 cts.

AUTOMOBILE ACCESSORIES CO., Baltimore, Md.

For Better Bookkeeping

LOOSE I-P LEAF

ASK YOUR STATIONER

DU PONT PHOTOGRAPH CONTEST.

To increase the interest in Du Pont products and to secure suitable photographs to illustrate the advertising and publicity of their various companies, the Du Pont American Industries offer \$500.00 in prizes for the fifty best photographs.

The Prizes Are As Follows:

| | |
|---------------------------|-------------------------------|
| First Prize ...\$100 | 14 Fourth Prizes...\$ 10 Each |
| Second Prize .. 50 | 32 Fifth Prizes ... 5 Each |
| 2 Third Prizes .. 25 Each | |

The photographs have to illustrate the following subjects, and be submitted before September 1, 1918:

Agricultural Uses of Explosives
 Fabrikoid (Artificial Leather)
 Industrial Uses of Explosives
 Trapshooting and Hunting
 Painting Miscellaneous

Any subjects illustrating the use of any Du Pont Products, will be given equal consideration.

Some of the Conditions of the Contest Are:

No employees of the Du Pont American Industries are eligible in this contest.

Each photograph to be eligible for a prize, must be accompanied by the negative (film or plate).

On the back of each photograph submitted must be plainly written the name and address of the contestant, the subject illustrated, the place where the photograph was taken and any other helpful data.

The number of photographs that can be submitted by any one contestant is unlimited, nor is there any limit upon the number of prizes that can be won by any contestant.

All photographs submitted, whether or not awarded prizes, are to become the property of the Du Pont American Industries.

All photographs submitted will be judged by a committee to be appointed by the Director of Advertising

of the Du Pont American Industries. Prizes will be awarded not later than September 15, 1918.

The Du Pont Photograph Contest will close on September 1, 1918. No photographs postmarked at Wilmington, Del., later than September 1, 1918, will be accepted in this contest.

Each contestant must fill out and mail an entry blank to the Advertising Division, Du Pont Company, Wilmington, Delaware, with the first photographs submitted or they will not be accepted in the contest.

All photographs entered in this contest must be plainly marked "Photograph Contest" and mailed to the Advertising Division, Du Pont Company, Wilmington, Delaware, full postage prepaid.

Should Be Easy to Win a Prize.

Du Pont products are used or sold in almost every business house and home in this country. Probably in your own home, or in the neighborhood or at least where you work there is a good chance to get a prize-winning photograph.

A word to the amateur, be sure your photograph has good contrast, is clear and sharp in focus. If possible, have it at least 3x5 inches in size.

When you have taken your photograph, it is best to make a black and white, glossy finish print.

Send the print, with the negative, and your entry blank to the Advertising Division, Du Pont Company, Wilmington, Delaware. Be sure and mark it "Photograph Contest."

Don't try too hard to get an "unusual effect." This is not an art contest. These photographs are to be used for advertising purposes and if they show clearly and effectively what they are supposed to represent and will reproduce well they will have a good chance of winning a prize.

Any one desiring to enter should notify the Du Pont Company and an entry blank will be furnished.

Address: ADVERTISING DIVISION,
 E. I. du Pont de Nemours & Co., Wilmington, Del.

Keep the Shotguns Busy

How many shotguns are there in your city? Suppose we say a hundred. Now if 50 were used at the trapshooting club each week 1250 shells and targets would be sold.

It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells, targets, trap equipment, sporting goods and many other articles. By vigorous and continuous advertising; employment of salesmen thoroughly familiar with the trapshooting game and its promotion; conducting a shoot-

ing school at Atlantic City; introducing novel and instructive features in local, state and national events and being the leaders in every beneficial project to popularize trapshooting, we are carrying on a vigorous campaign to put across the patriotic sport of trapshooting.

Where There's a Gun Club

we want to put more "pep" into its membership—get more guns working. If there is no club organized—write us. Let's get busy—mark X before "Trapshooting" and "Gun Club" and mail the coupon today to Sporting Powder Division.

E. I. du Pont de Nemours & Co., Wilmington, Delaware
 POWDER MAKERS SINCE 1802



KEEP BUSINESS ACTIVE.

This is not the time, my Christian Friends, to start burrowing down for the bottom of the hole, and then trying to pull the hole in after you.

The "Waste Not" advice that the National Administration has been handing out to the nation, does not mean that we should all quit DOING things, and wait in fear and trembling for what the future will bring forth.

This is the time to PUT ON MORE STEAM, the time to DO THINGS, instead of the time for backing up. This is NOT the time to be a squeezed sponge. Take a sponge in your fist and squeeze it tight, and you can hold it under water in that fashion for hours; it will absorb nothing. But stick it under water in natural condition, and it accumulates a maximum capacity.

So does the business man. So do all citizens engaged in the commercial or industrial activities of the country. So in fact do all citizens. This is the time to be the OPEN sponge, not the SQUEEZED kind.

Spread out; get busy; put your foot on the business accelerator; advance your spark; guide your machine carefully of course, but LET HER GO!

These folks that are sitting around whispering to their friends that this is a good time to see that your brake lining is in good condition, and have your foot firmly on the stopper, are engaged in trying to make trouble.

We suggest, rather, that you see that your emergency brake is in good condition—which is always safe procedure—and having assured yourself that such is the case—GO TO IT IN A BUSINESS WAY.

DO MORE—PUT ON MORE STEAM—PLANT MORE—HARVEST MORE—BUY MORE—SELL MORE—BUILD MORE—ADVERTISE MORE—COVER MORE TERRITORY THAN USUAL.

Let us have no stifling of any activities except those that WASTE. This is the time for CREATIVE and CONSTRUCTIVE ACTION.

The retail dealer should take these facts home and consider them most carefully. DON'T go to cutting down your expenses, at the cost of your business. DON'T be over careful. Instead, devote your best efforts to EXTENDING your business, intensifying it, CREATING more than you usually do.

The man who slows up because things seem to be coming slow, is the NEGATIVE business man. The PRODUCER is the fellow who hits the ball all the harder because the picking is not so easy as usual.

The retail man everywhere can do much to keep the right sort of thinking stirred up in his community during these times.

KEEP WIGGLING, FRIENDS, SO THEY-
'LL KNOW YOU'RE ALIVE!

**WILSON'S SPORTING GOODS****A GUARANTEED LINE OF
THE HIGHEST QUALITY
MERCHANDISE**

Every hardware dealer will find that the Wilson line of Sporting and Athletic equipment is an exceptionally good seller for his store. Whether or not you carry sporting goods, Mr. Dealer, you will find the Wilson line a money-maker at all times.

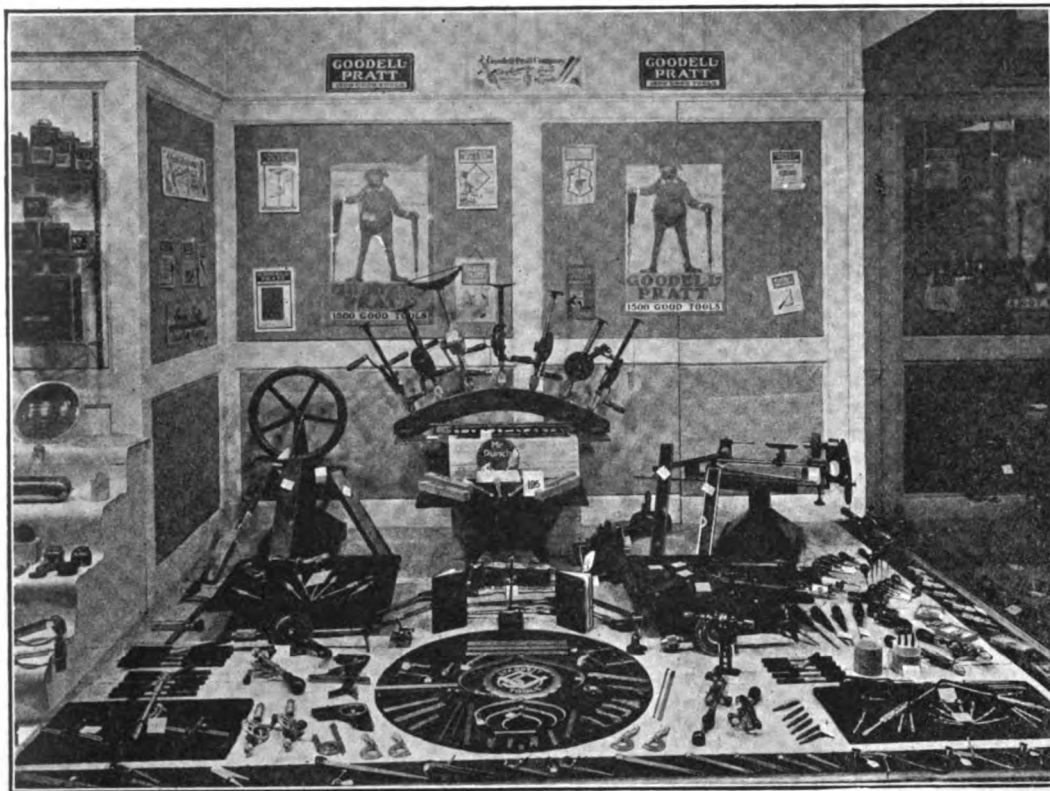
Every dealer handling Wilson's Sporting and Athletic Goods should know that back of his individual guarantee is the reputation and good faith of the entire Wilson organization. Not only Thos. E. Wilson & Co. but the parent institution of Wilson & Co. says to each dealer, to each user, of Wilson goods: "This must make good or we will."

SEND FOR THESE TWO CATALOGS

Our new Spring and Summer catalog, one illustrating and describing our complete line of sporting goods and the other our line of fishing tackle, will be sent to anyone upon request. They are just off the press and are up to the minute in prices and style. To any dealer who is interested in Wilson's Sporting Goods, we will be very glad to send our dealer proposition. Write for it on your letter-head.

THOS. E. WILSON & CO.

701-703 N. Sangamon Street, Chicago



We have often referred to the enterprise and progressiveness of Spelger & Hurlburt, of Seattle.

As would be expected of such an institution their window displays are in keeping with their enterprise in other lines.

A photograph cannot do justice to any display but the one here with fully justifies the time taken by the window trimmer in materially increasing the sales of Goodell - Pratt and Starrett lines, shown in the window.

There are suggestions in this that every merchant could use to a good advantage.

Do You Know Any Paint as Good?



Painters' Pure Paint

100% PURE

FORMULA

556 Outside White Base

Pigment

| | | |
|---------------------------|-----|---------|
| Cal-Pa-Co Pure White Lead | . . | 66 2-3% |
| Cal-Pa-Co Pure Zinc Oxide | . . | 33 1-3% |

Liquid

| | | |
|---------------------------------|-------|-----|
| Cal-Pa-Co Pure Linseed Oil | . . . | 90% |
| Cal-Pa-Co Pure Turpentine Dryer | . . | 10% |

**EVERYTHING
RELIABLE
IN PAINT**

**Manufacturers
Since 1865**



CALIFORNIA PAINT COMPANY

Oakland, California, U. S. A.

Secure the Exclusive Agency

JOBBERS

Hammond Lumber Co.
Kelly Thorsen Co.

Los Angeles
Portland

Stayner & Daly
S. S. Underlien

Salt Lake City
Bellevue, Washington Salesman

A BUILDER'S CREED.

"To respect my country, my profession, and myself. To be honest and fair with my fellow-men as I expect them to be with me. To be a loyal citizen of the United States. To speak of it with praise and act always as a trustworthy custodian of its good name. To be a man whose name carries prestige with it wherever it goes.

"To base my expectations of reward on a solid foundation of service rendered. To be willing to pay the price of success in honest effort. To look upon my work as an opportunity to be seized with joy and to be made the most of, not as a painful drudgery to be reluctantly endured.

"To remember that success lies within my own self and in my own brain, my own ambition and my own courage and determination. To expect difficulties and force my way through them. To turn hard experience into capital for future struggles.

"To believe in my profession heart and soul. To carry an air of optimism in the presence of those I meet. To dispel all temper with cheerfulness, kill doubts with strong conviction, and reduce friction with an agreeable personality.

"To make a study of my business. To know my profession in every detail. To mix brains with effort and system in my work. To find time to do every needful thing by not letting time find me doing nothing. To hoard days as a miser does dollars. To make every hour bring me dividends in increased knowledge and healthful recreation. To keep my future unencumbered with debts. To save as well as to earn.

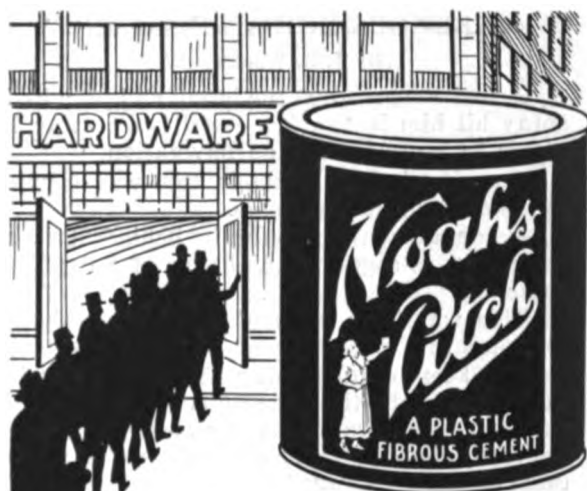
"To cut out expensive amusements until I can afford them. To steer clear of dissipation and guard my health of body and peace of mind as a most precious stock in trade.

"Finally to take a good grip on the joys of life. To play the game like a man. To fight against nothing as hard as my own weakness and endeavor to give it strength. To be a gentleman and a Christian so I may be courteous to man, faithful to friends, and true to God."—Thomas J. Van Alstyne.

"Hoo is that ye quote the lowest prices in the toon, and make reduction on them for yer freens, and yet ye make sich enormous profits!"

"Well, it's this way," explained Phairson MacPherson, in an undertone: "And ye'll be no tellin' anyone aboot it, wull ye? Ye see, I knock off two shillings a ton because a customer is a freen of mine, and then I knock off two hundred-weight a ton because I'm a freen o' his!"

No hymn of hate accompanies our message.



Every Customer a Prospect

Every Hardware Dealer can increase his sales by pushing this Carey Staple.

Wherever there's a Leak Use

Noah's Pitch
A PLASTIC FIBROUS CEMENT

It is easily applied by anyone without heating. Will adhere to any surface, wet or dry. Comes in cans of convenient sizes. Easy to sell. It will make friends for you.

Noah's Pitch can be safely recommended for repairing leaks in

All Roofing

Felt, composition, rubber, metal, tin and corrugated iron, slate, tile or wood shingles.

Skylights
Ventilators
Chimneys
Vent Pipes
Dome Windows
Gutters
Down Spouts
Leaky Walls
Wooden Tanks

Wooden or Concrete Silos
Boats
For glazing, repairing glass and setting sills to prevent decay in greenhouses

If you do not know Noah's Pitch, let us send you a generous sample, free

THE PHILIP CAREY CO.
232 Wayne Avenue, Cincinnati, Ohio

"KEEP OUR INDUSTRIES GOING"

(By J. B. Woodward)

A fool can stand on the beach and let a little spray hit him in the face—and right away he wants to write a book on navigation.

American's big battle in this war is with the fools right here at home.

A tongue without a brain behind it is as dangerous as a gun in the hands of a drunken Indian.

This war is so big and so complex that a fool oughtn't to be allowed to monkey with it.

We keep cranks away from our powder factories and, by the same token, why shouldn't we keep fools away from our presses? Better still, why shouldn't we muzzle fools and interne them till after the war?

Here's what the fools are doing to us:

President Wilson, in his wisdom, exhorts the people to conserve their foodstuffs. And he appoints this man Hoover, who, by the way, is the most expert food conservation specialist in the world, to help the people raise their truck and to make their truck go farther—all of which is wonderful generalship.

But the fools, who can no more fathom a deep mentality like that of President Wilson than a canary can whistle the anvil chorus, miss the whole idea and just manage to catch on to the tail end of the word "economy." So right away they want to go on a nation-wide hunger strike, start a bread line and raise Cain in general.

Secretary McAdoo asks the people to buy some perfectly good $4\frac{1}{4}$ per cent government bonds, non-taxable, the best investment that any sane man could make—because it is the safest. Right away the fools shout:

"Uncle Sam wants you to give him your money."

Fortunately wise men are in a vast majority in this country and the Liberty Bond issue went over with a bang. It was the wise men, though, not the fools, that did it.

Some other fool shouted:

"Let's all wear cotton!"—thoroughly igno-

rant of the fact that we need all the cotton we can get to make high explosives out of, for ourselves and our allies.

If the so-called "Wear Cotton" propaganda had gone over we would have had to fight this war out with firecrackers, or soda crackers, or pea shooters. That was a fine idea—wasn't it?

All of which goes to prove that we had better let the experts in this country—heaven knows we have enough of them—carry out the president's ideas. And the rest of us can find plenty to do keeping the fools from throwing wrenches in the gearset.

Right now the fools are busier than ever.

Some of them held peace demonstrations down in Boston, and the rest of them are sitting up nights trying to work out new stunts for putting business on the "Fritz."

President Wilson, after conferring with delegates from the nations that have been in this war from the beginning, tells us that the all important thing for us to do is to keep our industries going.

In spite of this counsel, the fools are shouting at the tops of their voices:

"Don't buy."

"Don't spend any money with the laundries—turn your collars wrong side out and wear them two days!"

"Keep your wife away from the department stores!"

"Don't let your children go to the movies!"

"Don't do anything that will keep our factories and our stores and our places of amusement running!"

"Close up everything and pay the expenses of this war out of the excess profits of bankruptcy!"

The fools of this country might as well be made to understand right now and right here that we are not going to play into the kaiser's hands by listening to their monkey chatter.

We know just how serious this war is. But we know, on the other hand, that our fools are even more serious.

We also know that no one ever won a war in sackcloth and ashes.

QUALITY

PAINT

PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

THE BRININSTOOL CO.

LOS ANGELES.

Manufacture A Complete Standardized
Line of High Grade Paint Products

We must have business in this country.

We must keep our heads up.

We must preserve our prosperity, because America's wealth is her biggest gun.

Shall we let the fools take the wheel at this dangerous turn in the road?

Please, you ninety-nine and seventenths millions, answer in chorus—

"We will not!"—Chicago Daily News.

A LETTER THAT'S TIMELY

Here is a letter one credit man has found effective:

"It has taken me 10 minutes to write this letter and it will take you two minutes to read it. The interest on the Liberty Loan for that time is \$4,566.19. Surprising how interest counts up, isn't it? Your account for \$150 in our favor has now been overdue six months and in that time the interest at 6 per cent has amounted to \$4.50. Won't you remit at once, stop the interest, give us the use of our money, and yourself a good standing with our credit department? M. L. HAYWARD."

It is because it is for us a war of high, disinterested purpose, in which all the free peoples of the world are banded together for the vindication of right, a war for the preservation of our nation and of all that it has held dear of principle and of purpose, that we feel ourselves doubly constrained to propose for its outcome only that which is righteous and of irreproachable intention, for our foes as well as for our friends. The cause being just and holy, the settlement must be of like motive and quality. For this we can fight, but for nothing less noble or less worthy of our traditions. For this cause we entered the war and for this cause will we battle until the last gun is fired. — President Wilson.

The renter who sings "Home, Sweet Home," and "My Country 'Tis of Thee," is "kidding" himself and serenading his landlord.—Billy Sunday.

PUT SPRING CLOTHES ON YOUR TOWN BUILDINGS.

As a merchant of building materials and building service, the retail dealer is directly interested in seeing that the buildings of his town and district are kept in good repair—and thereby in good repute.

A board is like a man—IF YOU DRESS HIM UP LIKE A BUM, PEOPLE WILL THINK HE IS ONE, and if you let the buildings in your town go bare and ragged for want of paint, people are going to think that THEY are bum also.

Put spring clothes on the buildings in YOUR town. It is THRIFTY and CONSERVATIVE and PATRIOTIC to see that the folks in your town preserve their properties by keeping the buildings well painted, and therefore well protected from the weather.

DON'T let your town buildings go looking like bums through the hot summer season. Get out and see that they are painted NOW.

The world's cry is one of utter distress. Every man, woman and child should become a partner in the greatest humanitarian organization of all time—The American Red Cross. Are the beseeching eyes of our boys to be turned America-ward in vain? No! One hundred and ten million "Noes."

DI-MEL-INE PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **DETAILS** 15 COLORS—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 15 colors; Display matter included.

| | |
|--|---------|
| Dealer's Assortment (30 Doz.)..... | \$22.00 |
| Jobber's Assortment (12 Doz.)..... | \$12.50 |
| Open Stock, all colors, per gross..... | \$14.40 |

2% Freight allowance, F. O. B. N. Y., 1% Cash.

Write for Color Card, Circular and Booklet

MORTIMER PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdw. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBERS

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

New Goods and Specialties



after William Rose forged the first American trowel on a spot just across Market street from the depot.

Lancaster, Pa., was then "the West" and stagecoaches thence met those from Baltimore in front of W. Rose's door turning from the old turnpike into Market, then called High street, on the last stretch of their journey. Philadelphia was the capitol of the United States. George Washington had just left it to pass into that retirement for which he eagerly had longed. Then also war was paralyzing Europe. American ships were destroyed and this encouraged Rose in his competition with more powerful manufacturers of the old world. Thanks to the shifting character of building trades the stage coach which rattled over the cobbles before William Rose's door needed to carry no publicity agent other than roaming customers who spread his reputation throughout English-speaking America.

A philosopher has claimed that loyal sons are more to be desired than great riches. The heart of W. Rose must have warmed when his boys began to take hold of his growing industry. Rudolph tempered the tools. Wesley was a grinder. Joe assembled plastering trowels. William Rose Junior saw that shipments were made and the wants of customers supplied. Older workmen in the plant still recall how "Billy" would grab his hat and dodge around a convenient corner when he saw approaching a customer with additional orders for his already congested workshop. They still tell how the brothers would enter neighboring taverns and seek to persuade their workmen to return and complete urgent orders.

Need of more room drove the Rose Brothers to move first to the northeast corner of Thirty-sixth and Filbert streets, and then in 1889 to Sharon Hill, Pa., the present location. There the buildings have been enlarged twice in the last decade and the grunting engine complains loudly that a further expansion is becoming imperative.

In order to conserve mechanical skill unusual efforts are made by Wm. Rose & Bros. to decrease the frequency with which employees change their occupation, known in technical language as "the labor turnover." Even during such periods of depression as that which began in 1907 not a man is laid off except for inefficiency.

If your interest in hardware ever entices you to the East you can scarcely avoid passing West Philadelphia Station on the Pennsylvania Road, a most ingenious junction where threads of traffic from all directions interlace at three levels. It was designed a century

Some attention is also given by Wm. Rose & Bros. to housing mechanics and it is found that a man who has a chance to own his home does not become a floater.

A PROFITABLE SELLING HEATING IRON

The Royal Self Heating Iron made by the Royal Mfg. Co., Big Prairie, Ohio, is proving a popular seller for merchants because it is adapted for use in any family, in any home, at any time.

It is economical in that it does an average ironing for less than 2 cents. It has a valve that enables the operator to regulate the heat instantly.

It is the right weight, the right size, the right shape. It is highly polished, nickel plated throughout, and has an always cool, wood handle, protected by an asbestos, insulated lid.

There are almost a million housewives in the United States who are using them every week.

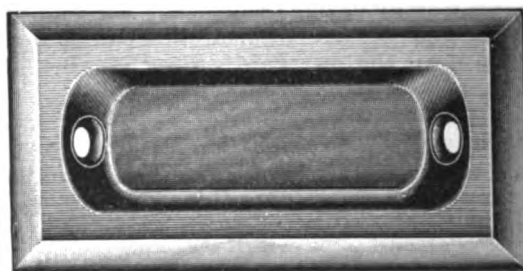
The Royal Iron Mfg. Co. will be glad to give full information to any of our readers upon request.

ENTERPRISE CHERRY STONER

The Enterprise Mfg. Co., Philadelphia, Penn., are one of the largest manufacturers in the world of hardware and household specialties, and are featuring their Enterprise Cherry Stoner in this issue, which does the work easily, quickly, perfectly, without waste, saves time and labor, as well as the juices of the fruit; doesn't crush or mangle the fruit; keeps the cherries almost round.

It sends the fruit into one receptacle, the stones into another.

The Enterprise Mfg. Co. or any of their jobbing connections or representatives will be glad to give information to any of our readers. The Enterprise Cherry Stoner is sure to prove a profitable and ready seller if only displayed.



BEVELED EDGE FLUSH SASH LIFT

The Shelby Spring Hinge Co., Shelby, Ohio, are offering to the trade a new beveled edge flush sash lift, which is a beauty.

It is 1½x2¼ inches in size—deeply embossed for finger grip, and the edges are square beveled. It is finished to match other hardware trim and makes a very attractive sash lift.

NONE OTHER SO HELPFUL.

There isn't a paper that I prize as highly as the **HARDWARE WORLD**. In fact, there isn't a paper or magazine printed that is as instructive to salesmen as the **HARDWARE WORLD**.

Wishing you always the best of success,

AL HERBOTH,
Hoene Hardware Company.

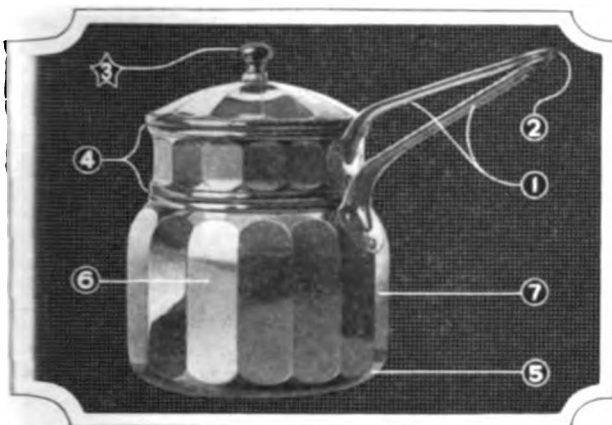
WILLIAMSON'S LIGHTNING HEALING POWDER



JOBBERS AND DEALERS.

Test Williamson's Lightning Healing Powder against any gall cure made on two horses with equal raw galled sore necks working horses. Orders prepaid at \$3.00 per doz., paid for when sold. Jobs at \$4.00. Retail at \$6.00.

Direct WILLIAMSON MFG. CO., Sheffield, Ills.



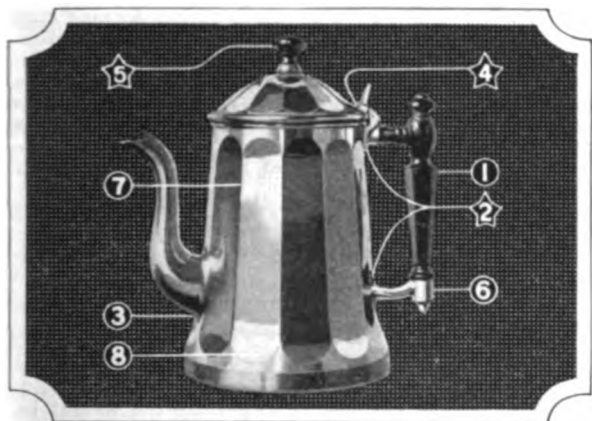
A BIG STEP FORWARD

Mirro Sets a New Pace in Aluminum Advertising.

Although still in its first year, Mirro Aluminum, made by the Aluminum Goods Manufacturing Company, Manitowoc, Wisconsin, has proven to be one of the biggest selling lines of the season.

The manufacturers of this popular line have wisely taken advantage of the opportunity to feature in their advertising the many superiorities characteristic of the Mirro line.

One page advertisement in the Saturday Evening Post, for instance, shows a striking illustration of a Mirro Tea Kettle with the many features so charted and numbered that there can be no mistaking the fact that here is a kettle of unusual beauty, convenience and durability.



Another advertisement shows a Coffee Pot, another a Tea Pot, and so on throughout the entire line. The illustrations are produced with a dramatic forcefulness which compels attention and a reading of the printed messages. As one dealer put it, "That Tea Kettle looked so real that you could almost lift it from the page and use it."

Dealers everywhere have stated that this is a great step forward in aluminum advertising, and have expressed their further appreciation by reason of the fact that advertising is designed as a dealer selling campaign through and through.

As a result, the sales of Mirro Aluminum have been enormous. Within less than a year this line has jumped into a leading place both from a standpoint of dealer sales and consumer demand.

This success fittingly marks the twenty-fifth anniversary of quality aluminum making by the Aluminum Goods Manufacturing Co., one of the world's largest manufacturers of everything in aluminum. Backed as it is by so representative a concern and a selling plan

that works to the advantage of every dealer, Mirro is a line that rightly deserves its well-won place on the shelves of representative dealers and in the homes of America's most discriminating families.

NEW FAUCET FOR "XXTH CENTURY" BOTTLE COOLERS

The season of 1918 will see all "XXth Century" Bottle Coolers manufactured by Cordley & Hayes, 7-9 Leonard street, New York City, equipped with a new push faucet that is a great improvement, even on the efficient faucet with which the cooler has heretofore been equipped.

This new "C & H" Faucet is made in one piece, which in itself is a great advantage, as it goes a very long way toward eliminating the danger of breakage. Then, instead of presenting a rough surface on the inside, like cast push faucets, this faucet, which is drawn up from a heavy metal shell, is smooth on the inside, which means that it will not collect sediment and become filthy with use.

Another great advantage of this new faucet is the fact that, owing to its improved shape, it only requires slight pressure to start the water in a broad, steady stream. Immediately upon the pressure being released the water is shut off short without any bothersome after drip. This avoids a sloppy, messy floor around the cooler.

The "C & H" faucet will not pinch the fingers as others often do when the finger pressure is released. The forward slant of its nose is one of the things that overcomes the after-drip referred to above—a common fault with self-closing faucets. The faucet is made of brass, handsomely nickeled. The connection and all parts that come in contact with the liquid are triple-plated, making it exceedingly sanitary and not affected by ordinary fruit acids in case the cooler is used for serving other drinks than water.

LAWN MOWER LITERATURE

The Pennsylvania Lawn Mower Co. are sending a package of counter literature, booklets, hangers and trade aids to every dealer handling the Pennsylvania line of lawn mowers.

Any of our readers who have not received their line of sales helps by addressing the company at Philadelphia, will receive these helps without delay.

HODELL FLAT LINK CHAIN

Manufactured by the Cleveland Galvanizing Works of Cleveland, Ohio; is noted for its smooth, rounded edges and perfect finish.

Unlike ordinary stamped link chain with ragged edges and rough finish, it appeals particularly to everyone having use for chain, and it only needs to be noted or inspected for the difference to be easily seen.

Hodell is one of the most popular and biggest selling link chains on the market.

The Cleveland Galvanizing Works will be glad to send samples and an interesting proposition to merchants. It will help build up a dealer's chain business.



THE PACKHAM Stove Pipe Crimper and Beader

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

SPEE-DEE "PERFECT CLEANSER FOR EVERYTHING"



Some people call it a wonder of the age, but **HARDWARE WORLD** ventures the suggestion that no merchant or salesman be allowed to sell Spee-Dee until he has tried it out personally—see how it will make good all the claims of its manufacturers.

We had occasion some-time ago to try out Spee-Dee for a number of purposes, and it more than surpassed our expectations.

We didn't try it for every purpose for which the manufacturers recommend it, but we did satisfy ourselves that it was good for a vast variety of uses.

The way for you or your salesmen to become enthusiastic over its merits is to demonstrate it to your own satisfaction, then you cannot help but get enthused when you talk to the customer about it.

SAMSON EYELET TOOL

The Machine Appliance Corporation of Brooklyn, N. Y., manufacturers of the "Ajax" Eyelet Fastener, "Samson" Hand Punches, etc., make announcement that they expect shortly to have before the trade the "Samson" Eyelet Tool, combining a perforating punch and eyelet set, as shown in the illustration herewith.

This tool makes a neat, firm binding for all correspondence, legal documents, records, reports, agreements, estimates, etc., etc.

It punches a clean, accurate hole and clinches the eyelet perfectly, making the most presentable, well-finished job with minimum effort.

While this tool is without the magazine feed, and automatic features, of the "Ajax" Fastener, the manufacturers have utilized in the "Samson" a patented feature heretofore found in the "Ajax"—a spring collect which locates the eyelet in position ready to clinch, and holds it securely in position so that the eyelets will not fall off in case the tool is laid down while papers are being lined up for binding.

The tool is designed to use "Samson" Eyelets, though its utility is not confined solely to their use. Other standard trade eyelets may be employed.

Another feature, one which has been adopted in order to give the tool greater cutting capacity and increased life, is the use of carefully hardened tool steel in the perforating punch and die. This feature also insures the maintenance of keen cutting edges, and accurate hole cutting.

The "Samson" Eyelet Tool is equipped with a small gauge, which may be set to make the perforation any distance from the margin of the papers from $\frac{1}{4}$ inch up to $\frac{5}{8}$ of an inch, as required.

The tools are simple in construction, powerful in action and will be found extremely useful in any commercial office. They're nickel-plated, and easily handled.

"Samson" Eyelets for these tools will be packed 500 to a box, 10 boxes to a small carton. They are made especially for the "Samson" Eyelet Tool, are rust proof and assure clean, neat work for any record binding.

The Machine Appliance Corporation report that they already have a large volume of orders on hand for

these specialties and are bringing them forward as rapidly as possible to meet the heavy demands upon their production.

ATTRACTIVE DISPLAY BOARD

The J. H. Williams Co., known as the "wrench people," furnish an attractive display board to merchants handling their line.

This board is made in the shape of a large wrench, and is known as silent salesman A, which permits of the display of 96 wrenches for automobiles. Silent salesman B or the general hardware and machine shop style is also 54 inches long, and will enable the merchant to display 120 wrenches.

J. H. Williams Co. will be glad to furnish full particulars to any of our readers as to how these boards may be obtained.

FORSTNER BRACE AND MACHINE BITS

The Progressive Mfg. Co., Torrington, Conn., who are headquarters for the Forstner Brace and Machine Bits, which is especially adapted for hardwood working, will be glad to give full information to any of our readers who ask for it.

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its circular rim instead of its center, consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll saw or lathe tool combined.

Their line of tools is sold by the leading jobbers.

GILSON GARDEN TOOLS

J. E. Gilson Co. have had an unusual demand this season, but the factory is able to supply orders promptly, due to their increased facilities.

Their adjustable cultivator weeder is an instrument of double efficiency, which cuts weeds and cultivates them at the same time; hence appeals to gardeners generally.

The malleable teeth are of special design, which make this possible.

They also make a scratch weeder, which is an ideal tool for close work in beds or for greenhouse work.

Their tools are sold by the leading jobbers generally.

HARDWARE SCALES FOR MERCHANTS

The Detroit Automatic Hardware Scale is not only automatic, but it is accurate, fast and efficient. A customer likes to see that he is getting the weight he pays for. There is nothing that brings a merchant confidence more than to use a scale that tells the customer quickly and accurately just what he is getting.

Aside from the time saved, the satisfaction in using the Detroit is worth every consideration.

The Detroit Automatic Scale Co. will be glad to give full information to any of our readers upon request.

SIGNS AND LETTERS

The John H. Graham & Company announce that they are the selling representatives for the signs made by the Wilbur Mfg. Co., of Wallingford, Conn.

These are known to the trade as "Marbelite" signs and letters and are adapted for every purpose. They will be glad to give further information to any of our readers.

If an invention is "impossible," somebody will invent it some day.

THE "SWAN" LINE OF TOOLS

There is no manufacturer who pays more attention to the quality of their tools than do the James Swan Co., Seymour, Conn.

It has always been the Swan policy from the very beginning to make just as good an article as possible regardless of price, hence the Swan line has always maintained a high reputation for quality. Price is an after consideration, and yet their tools cost no more than any other first-class line.

A merchant knows that in selling tools bearing the Swan trade-mark, they will please every mechanic. They will be glad to give full and detailed information with reference to their line of bits, augers, chisels, draw knives, nail sets, gimlets, gouges, screw drivers, to any of our readers who write.

A READY SELLING PACKAGE.

Attention was called in our last issue to Steel Wool, and the many uses for which it is adapted.

Some of these uses are illustrated in their announcement this month, only there are just a hundred times as many.

It cleans, smooths and polishes anything and everything. It is a lightning cleanser and seller as well.

It can't be beat for cleaning, scouring and polishing aluminum ware, steel and iron kitchen utensils, sinks, stoves, bath tubs, etc.

It is the best thing that we know of for removing dirt, mud and rust from farming utensils, garden implements and tools, bicycles, etc.

Jobbers can supply merchants with a trial gross in the attractive new household package which they are advertising, and for which an increasing demand is being created.

The American Steel Wool Mfg. Co. or any of their jobbing connections will be glad to give full information to any of our readers upon request.

"DE LUXE" LINE OF WARE

The Schlueter Mfg. Co., St. Louis, Mo., manufacturers of "De Luxe" line of dairy pails and cream cans, wash boilers, japanned ware, wash tubs, water pails, well buckets, etc., as well as a complete line of pieced, stamped, japanned galvanized ware, will be glad to give full information to any of our readers upon request on a line that is proving very satisfactory to the trade generally throughout the country.

The "De Luxe" line is sold under a guarantee that it will please and satisfy in every way. In the fullest sense they couple quality and satisfaction in their line.

Their products are sold by the jobbing trade generally, and merchants can recommend an article bearing the "De Luxe" stamp with every confidence that it will please their customers.

SUCCESSFUL MERCHANTS USE LABOR-SAVING DEVICES

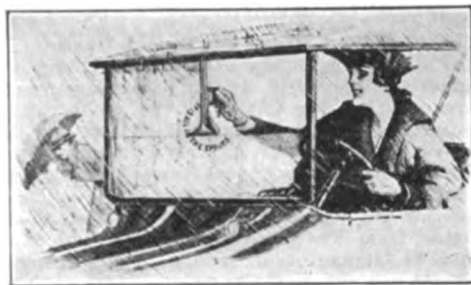
There was never a time when it was so necessary for merchants to adopt every labor-saving device, when men are in such demand.

One of the most economical devices, as successful merchants know, is the installation of a cash register. This is economical both in labor saving, as well as time and convenience, as it assures accuracy in their store.

The experience of merchants who use National Cash Registers is to a great degree almost unanimous on this point.

In the announcement of the National Cash Register Co., on page 25, a few quotations of successful merchants are given.

The National Cash Register Co., Dayton, Ohio, or any of their branches, will be glad to give full information to any of our readers upon request.



NEEDED BY EVERY AUTOIST

"Klear-Sight" is a product which is needed by every autoist to keep the wind shield clear. Adapted for every season of the year, it is an article that every merchant can sell with profit and satisfaction.

The illustration herewith shows how simple it is for any driver to keep the wind shield clean, for a clear sight ahead prevents accidents, and this is an article that will appeal to every owner.

Rain or mist or fog goes off in a jiffy, if a car is equipped with "Klear-Sight."

Just an easy motion across and the wind shield is crystal glass clear—an undimmed vision, an unblurred sight.

It prevents accidents and it needs only to be explained to owners to make sales.

The Alcemo Mfg. Co. of Newark, New Jersey, will be glad to give full information to any of our readers.

LADD "ALL STEEL" BEATERS

This is the season when beaters and mixer churns are in demand, and the dealer who displays the Ladd All Steel Beaters is sure to make sales. When sales are made they are sure to bring customers back for other articles bearing the brand and trade-mark of the United Royalties Corporation.

Their Ladd Mixer Churn is an article that should be in every household. This is an article that need only to be shown to make sales. Read their announcement in this issue.

PARKER SASH CHAIN

Put up in rolls of 500 feet; grows in popularity among users as well as merchants generally, and, unlike other chains, the links are punched lengthwise with the grain, thus realizing the fullest tensile strength. By this method the fracture which is liable to occur by punching the links across the grain is eliminated.

The Parker Supply Co. will be glad to send sample cards and prices to any of our readers upon request.

CAN'T BREAK HIMSELF OF THE HABIT.

Enclosed find check covering my subscription to the "Hardware World."

While I am not now in the hardware business, I want to continue to read the "Hardware World" regularly just the same, and would recommend it to any merchant even in other lines of business, or any clerk or salesman, no matter in what line of business he is, because it will do any man good to read its new business getting suggestions, collection methods, sales ideas, etc., etc. I have received more good information out of the "World" than from any other trade journal I have ever seen or read.

Thanking you and wishing you continued success.
H. METER.

HELP INCREASE WOOL SUPPLY

The Chicago Flexible Shaft Co., Chicago, Illinois, known as the largest manufacturers of sheep shearing machinery in the world, and whose products are found in every civilized country on the globe, are urging upon merchants the importance of getting in touch with every sheep owner in their vicinity.

Their sheep shearing machines get all the wool, and the present price which wool is bringing leaves no excuse for any owner of sheep not having a machine.

Aside from the humanitarian point of view, this machine is far more economical; nothing is wasted, the sheep are not cut, and the animal is shorn clean.

It is economical in labor, time and money, to say nothing of increasing the wool production, which is so urgently needed.

The Chicago Flexible Shaft Co. will be glad to send any of our readers a catalog upon request. Their machines are sold by the jobbing trade generally.

SALES HELPS FOR THE MERCHANTS

Hunt, Helm, Ferris Co., Harvard, Illinois, are featuring their cannon ball combination garage door sets as one that appeals particularly to architects, owners and builders, hence one that proves profitable for merchants to push.

Their new cannon ball combination garage door sets fit any door opening and insures against sagging. It is easy to install, and if the floor raises or swells the hanger adjusts the door.

It is neat in appearance, substantial in use, and fits any thickness of door, making it absolutely weather tight.

They furnish to merchants an attractive counter display of cannon ball barn door hangers, and this real working model shows the features better than any amount of verbal description could do. This is furnished without cost. Their methods of co-operation and advertising makes the line a desirable one to handle, and the Hunt, Helm, Ferris Co. will be glad to give full information to any of our readers upon request.

"EL-AN-GE" ENAMEL WARE

The El-an-Ge Enameled Ware is known the country over to every merchant, both wholesale and retail, as a line they can guarantee and recommend to their customers with the knowledge that it will please and bring them back.

Lalance & Gresjean Mfg. Co. are one of the largest manufacturers in the country. Their line of agate or nickel-steel ware, as well as El-an-Ge Enamel Ware and Pearl-Agate and Turquoise Enameled Ware is complete, and they or their representatives will be glad to give full information.

"UNION" LINE OF GARDEN TOOLS

The Union Fork & Hoe Co., Columbus, Ohio, manufacturers of a complete line of high-grade forks, hoes, rakes and hooks, with general offices at Columbus, Ohio, report an increasing demand from all sections of the country for their well known line.

Their products are sold by the leading jobbers generally throughout the country, and either they or their jobbing connections will be glad to give full information to any of our readers upon request.

Their factories at Franklin, New York and Columbus, Ohio, are reported busy night and day.

IMPROVED LINE OF "C. & H." BUTTERMILK COOLERS

Buttermilk is going to be a very popular beverage this year. Its low price compared with milk and the fact that it is a healthful, thirst-quenching and natural

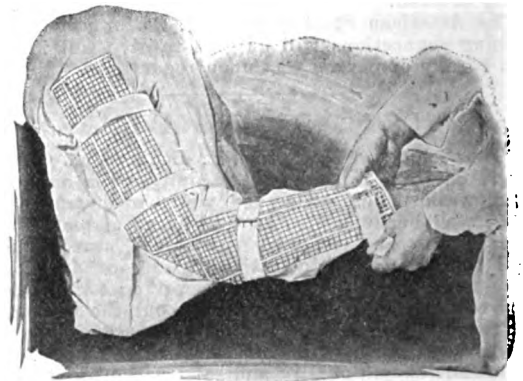
food drink which can be sold for five cents a glass with extra good profit, should increase its sales very materially over previous seasons.

With these things in mind Cordley & Hayes, 7 and 9 Leonard street, New York City, are offering the trade an improved line of "C. & H." Buttermilk Coolers, in 1, 2, 3 and 5-gallon sizes. These coolers are equipped this year with a faucet made in one piece, of a non-corrosive metal. The entire faucet can be cleaned, together with the spout, by a brush which we supply with each cooler. The inside surface of the faucet is smooth, which prevents any accumulation. It is a faucet built especially for "lumpy" liquids like buttermilk, cream, milk, etc. The 5-gallon cooler is about 6 inches higher and somewhat narrower than last year, so that it takes up less counter space.

These "C. & H." Coolers are attractively finished in spotless white, with the words "Fresh Buttermilk" prominently displayed. They are clean and cool looking—suggestive of health and sanitation, especially when compared to the old method of serving the beverage from cans or from bottles with dirty, water covered paper caps. They invite patronage and create a desire for their contents at sight. Wherever used, they have greatly increased buttermilk sales—doubling and tripling them in many instances.

The sanitary wooden dasher in the cooler prevents the solids in the buttermilk from settling in one place and the non-clogging faucet greatly facilitates the serving of the beverage, compared to the method of serving from bottles. The coolers save waste as well as labor, time, space and ice. They keep the buttermilk at just the right temperature for drinking (not icily and harmfully cold), and they are very easy to clean.

Special cooler catalog sent on application by the manufacturers.



UNIVERSAL WIRE GAUZE SPLINT.

An ordinary man would not think of wire netting or gauze as a first aid product, but the great world war has taught us the uses of many articles hitherto undreamed of.

The Wright Wire Company, of Worcester, Mass., has been supplying the government with large quantities of Universal Wire Gauze Splint, which has been tested in war surgery, private hospitals and private practice, and is without question one of the most desirable splints for general use. It has been found serviceable to the experienced surgeon for the temporary or permanent treatment of sprains, etc. It materially increases the strength of the cast when it is necessary to put bones or joints in a plaster cast.

The ideal splint is something of a screen or porous nature, that will fit snug and retain its shape.

The Universal Wire Gauze Splint is made of steel woven into a gauze, and is flexible enough for the fingers to mould it to fit any part of the body.

A practical booklet has been issued by the Wright Wire Co. showing the various uses and methods of application of the Universal Wire Gauze Splint, which our readers will find interesting.

Business Opportunities

FOR SALE.

I want to sell my entire stock of Sherwin-Williams Paints and Varnishes. Martin Englehart, 2538 Lincoln Ave., Chicago, Ill.

POSITION WANTED.

Experienced plumber, steamfitter and sheet metal worker wants steady position. With hardware company preferred. Can figure or estimate all work. Tyrrell the Plumber, Devils Lake, N. D.

FOR SALE.

A good paying hardware business, will sell at invoice price. which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

POSITION WANTED.

In hardware store, where ability counts, with an opportunity to advance. Am 38 years old, married; have no bad habits. Have had five years experience in hardware and implement business. Can give best of references. Address O. H., care HARDWARE WORLD.

WANTED

Distributor for highest grade mechanics' tool chest. Advise lines handled, territory covered, class of dealers reached and commission wanted. Prefer established manufacturer's representative traveling several men. Address Union Tool Chest Works, Rochester, N. Y.

FOR SALE.

Hardware store, with plumbing shop, in one of the best grain and fruit growing sections in California. Old established business. Only \$5,000.00 cash capital required, and satisfactory terms for balance. Address, R. P. Burr, P. O. Box 596, Sacramento, Cal.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

HARDWARE SALESMAN WANTED.

Must have not less than five years' experience, and must be competent stockkeeper.

This store carries a \$50,000 stock of hardware and implements in a thriving Southern Idaho town.

A good opportunity for a hustler who is willing to work for advancement.

Address M. H. Company, care HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

FOR SALE.

Old established general merchandise country store for sale at a discount.

Making money, reason for selling war-draft, will invoice about \$10,000. Yearly sales nearly \$60,000; principal part hardware and groceries.

Located in one of the best wheat districts in Whitman County, Washington.

Will stand closest examination.

Write owner, 205 Eagle block, Spokane, Wash.

A GOOD BUY.

Good clean stock of hardware—about \$6,000. Will sell at invoice.

The business is located in a lively city on Grays Harbor, Washington.

Sales from \$18,000 to \$20,000 a year.

Will stand investigation.

Address "U. H.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

MANAGER RETAIL HARDWARE STORE WANTED.

We want a live, up-to-date, thoroughly capable manager for a retail hardware store in a city of 250,000 people.

Daily cash sales will average over \$500.00. Man must be thoroughly competent, and experienced.

Give full particulars, age, experience, references, salary wanted, personal habits; in other words, such information as you would want were the position reversed.

Applications treated Confidential.

Address "RETAIL," care HARDWARE WORLD.

HIGH GRADE SALES MANAGER WANTED

Middle western hardware jobbing institution, doing a splendid business, desires to secure the services of a high grade, constructive sales manager.

One who is a business builder, and only a man of good moral habits will be considered.

To the right man a salary will be paid commensurate with his ability, and likewise arrangements may be made whereby he can share in the profits.

The jobbing house referred to is one of the oldest in the country, and there is good opportunity for the right man.

Address giving full information, references, salary wanted, Sales Manager, care HARDWARE WORLD, Boatmens Bank Building, St. Louis, Mo.

WHAT THE NICHOLSON TRADE-MARK MEANS

Their imprint on a file is a guarantee of its quality, as it stands for over fifty years of specialized experience. Their trade-mark is a guarantee of shape, cut, quality and temper.

They will be glad to send their booklet "File Philosophy" to any of our readers upon request.

A CANNY SCOT

Sandy and John were sitting in a car when a pretty girl got in and smiled at the former. He raised his hat.

"Do you know her?" asked the Englishman.

"Oh, yes, very weel," the Scot replied.

"Well, shall we go and sit over beside her, and then you can introduce me?" asked his companion.

"Wait a bit," returned the canny Scot. "She hasna paid her fare yet."

Plumbing and Heating

Putting the "Riot" in Patriotism

(By Harry Gale Nye)

VIRTUES are like auto engines; of little real use unless they work. They ought especially to work on a hill. Pretty nearly all of us have virtues of some kind, but they are like Grandma's spare room, and only used when company comes. A virtue to be any good ought to run regular.



I remember a fellow in my town when I was a youth who invented a new-fangled engine. It was a wonder. He showed it to me in his shop and I think I would have put into it some of my fortune of \$897.65, that I had saved up, if it hadn't been for one thing. It used less fuel, gave more power per calory than any engine that I had ever seen, but it had one serious defect: the darn thing wouldn't run.

There is a whole lot of patriotism in this country right now, more patriotism than has been seen running around loose over here since the Civil War. But some of it is running around loose instead of running like an engine. On Fifth avenue in New York, and on Michigan avenue in Chicago, and on other avenues in other towns, I have seen it line up along the sidewalk and cheer the men from Yaphank or Rockford, but turn red around the ears when some one stepped up and suggested that it buy a bond or give two-bits to the Belgian children. It was spare room patriotism that never took the rubber band off its roll, and didn't let its enthusiasm yell loud enough so that its pocket-book could hear it.

It would be a grand idea if some day we would take our patriotism into the private office or over into the corner of the shop and have a good look at it. Maybe it is like that engine, complete in all its parts but not running. Every day is heatless day with some of our virtues. They are beautiful in theory but they aren't furnishing any practical demonstration of what they can do. Patriotism is a good

engine, but it ought to be furnishing some power to run the ship of state.

In the matter of giving, there are just three kinds of folks in this war. The first kind is made up of the fellows who are giving both their time and their money, who are giving themselves and spending some of their time getting around asking the other fellow to give. These are the saints in the upper heaven of patriotism. Then there are a lot of fellows who are giving when they are asked, and they are the middle angels. Last, and by all means least, are the fellows who are not giving either time or money, even when they are asked. These fellows inhabit the lower regions of patriotism.

It would be a good idea, therefore, to take your patriotism over into the corner or out into the alley and give it the once-over and see whether you belong in the celestial class or down among the devils. Remember, you may be the grandest little yeller in the community but if your yell doesn't disturb your bank account it isn't much of a yell after all. I know fellows so patriotic that they cry when they see the flag; and they cry almost as hard when somebody asks them to give up the coin to make good on their patriotic emotionalism.

After you discover you are giving, the next thing to find out is whether you are giving enough. There has been one good rule laid down in this war: "Give until it hurts." Every time it hurts you it hurts the kaiser.

If you want to know how much to give, I'll tell you the best story that has come out of the war on this subject of giving. In Youngstown, Ohio, they were passing the Red Cross hat and the committee went through the rolling mills. A workman put himself down for \$50. "That's fine of you, John," said the chairman, "but you needn't give that much. It is a great deal more than is expected of you. Now, you could give ten dollars and never feel it." "I know I could," said the workman, "but I want to feel it."



Service

Is the big factor in modern business. With us it has been put to the test and found not wanting. It measures up to the recognized quality of

Our "FAULTLESS" Plumbing and Heating Fixtures

It is a Prompt, Accurate and Dependable Service

M. L. KLINE

30 Years Wholesale Plumbing and Heating
Supplies in Portland

84, 86, 67, 89 FRONT ST., PORTLAND, ORE.

SMOOTH-ON



IRON CEMENT No. 5

For making hub joints on cast iron soil pipes, gas and water mains.

EASY TO APPLY

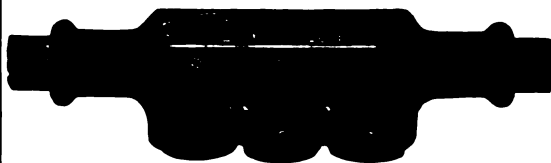
Difficult joints quickly and easily made

SMOOTH-ON MFG. CO.
Jersey City, N. J.

For Sale by Supply Houses

Sold in 1, 5, 10 and 25-lb. tins.

The TRIO Idea



Sell yourself on the Trio idea and you will have no trouble selling these tools to your customers. Read this advertisement for selling points.

The Trio contains

THREE CUTTING SIZES

of Little Giant Pipe Dies. These Dies are adjustable, can be removed from the stock for sharpening and are reversible to cut threads on a pipe close to a nipple or wall.

TRIO DIE STOCK

No dies or bushings to lose, no changing of dies. The buyer selects the three cutting sizes he most commonly uses. He can have extra sizes if desired. Then if he carries his Trio in his kit he is pretty liable to have the right cutting size right in the stock all ready to use.

You can see the advantage. Could you sell Trios?

Ask for further information, prices, etc., and samples of envelope stuffers furnished to dealers free.



A Trio of Happy Trio Users

Greenfield Tap & Die Corporation
GREENFIELD, MASS.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
Canadian Factory, Wells Brothers Company
of Canada, Ltd., Galt, Ontario



If you give until you feel it, then you know there is no doubt about the brand of patriotism in your particular shop. You can't get a tooth plugged with pins by a dentist without some pain; and you can't plug the kaiser any more than you can an ulcerated molar without feeling it a little. If you tell the dentist to go easy and to be careful not to hurt, ten to one you will have trouble with that cavity again; and if you are too gentle with yourself in war-time, ten to one you will have trouble with the kaiser again that will hurt more than a little giving ever could.

In other words, it is time to put the "riot" in patriotism, to let yourself loose, to put some steam into your Americanism, to make your patriotism felt in Berlin, to give until it hurts, to loosen as well as yell to join the mob that is mobbing the kaiser.

GIVE BOOKS TO SOLDIERS AND SAILORS

Many kinds of good books are wanted. It is clear, however, that books which served past generations, and have no message for present day people, would not be useful. Nor will books for girls engage the serious attention of warriors. But it is interesting to note that non-fiction circulates in camps as much as fiction. This war is so full of new engineering and technical features that men seeking promotion have to study mathematics and many technical subjects. City-trained youths are for the first time put in charge of horses. Country-trained boys are figuring trajectories. This diversified training calls for many trade and technical books.

The standard books of poetry, essays, drama, philosophy, biography and history are all useful. The presence of many men of foreign extraction, not skilled in English, makes a demand for boys' books.

Books on the war are in great demand, personal reminiscences. Empey's "Over the Top" leads in popularity. Recently published volumes of European travel and history are acceptable. Simple French stories are also in demand, trigonometries, dictionaries, books on economics and psychology, good modern novels of adventure, politics, detective stories, western stories, historical stories; above all, Mark Twain. Books by O. Henry, Conrad, London, Stevenson, Shakespeare, Service and Kipling, particularly his poems, are wanted; also, editions in good print of Dickens, Thackeray, Scott and Cooper.

There are now 114 shipyards in the country, seventy-four of which are virtually new. One thousand four hundred and thirty-seven ships have been started, with over 8,500,000 tonnage capacity. Hulls are being completed in sixty-four days on the Pacific Coast.

The big men dare, and the big men do,
They dream great dreams, which they make
come true;

They bridge the rivers and link the plains,
And gird the land with the railway trains;
They make the desert break forth in bloom,
They send the cataract through a flume
To turn the wheels of a thousand mills,
And bring the coin to a nation's tills.
The big men work, and the big men plan,
And, helping themselves, help their fellow-man.
And the cheap men yelp at the carriage wheels,
As the small dogs bark at the big dog's heels.
The big men sow while the cheap men sleep,
And when they go to their fields to reap,
The cheap men cry, "We must have a share
Of all the grain that they harvest there!
These men are pirates who sow and reap,
And plan and build while we are asleep!
We'll legislate till they lose their hair!
We'll pass new laws that will strip them bare!
We'll tax them right and we'll tax them left,
'Till of their plunder they are bereft;
We'll show these men that we all despise
Their skill, their courage and enterprise!"
So the small men yap at the big men's heels,
The fake reformer with uplift spiels;
The four-eyed dreamers with theories fine,
Which bring them maybe three cents a line;
The tin horn grafters who always yearn
To collar coin that they do not earn.
And the big men sigh as they go their way;
They'll balk at the whole blamed thing some
day!

—Walt Mason.

When business partners have learned to handle each other they don't have much trouble handling their customers.

OVERHEARD IN BOSTON

The cyclist was a stranger in Boston's streets. That was evident from the cautious manner in which he picked his way through the half-empty thoroughfare. It was evening. The penny-a-liner approached.

"Sir," said he, "your beacon has ceased its functions."

"Sir!" gasped the cyclist, dismounting from his machine.

"Your illuminator, I say, is shrouded in unmitigated oblivion."

"Really! But I don't quite—"

"The effulgence of your irradiator has evanesced."

"My dear fellow, I—"

The transversal ether oscillations in your incandenser have been discontinued."

Just then an unsophisticated little newsboy shouted from across the street:

"Hey, mister, yer lamp's out!"

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

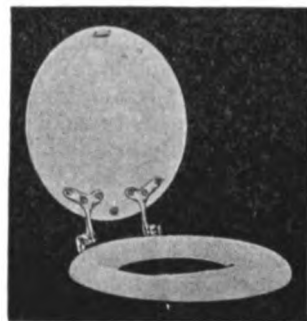
Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.
Pittsburgh, Pa.
Factory, Oakmont, Pa.



SNOW WHITE PYRALIN

White Pyralin Bath Room Fixtures bring universal satisfaction from customer and plumber.

The spotless, snow-white appearance of Pyralin products pleases customers, draws trade and holds it. Satisfaction in a superior product brings the buyer back again and again.

Jobbers, plumbers and merchants cannot afford to handle inferior goods, even if they cost a little less. But Pyralin products cost no more than the inferior, so insist upon the best—the

Church quality. It pays you. Whenever genuine Pyralin Bath Room Fixtures are installed it means repeat orders, more business, greater profits.

Investigate for yourself. Find how universally Pyralin goods are desired and sought—the line that is durable, sanitary and pleasing to the eye. Pyralin Fixtures are non-porous, and guaranteed not to chip, flake or crack; they are not affected by heat or cold.

C. F. CHURCH MFG. CO., HOLYOKE, MASS.

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing and supply houses.

WE SHALL WIN—IF OUR SENSE OF HUMOR LASTS

(By Bruce Barton.)

A serious minded subscriber takes me to task because one of the captions on our picture pages seems to him facetious.

"In ordinary times this might be all right," he reminds me; "but we are in the midst of a great war, and it is no time for jokes."

To which I reply that we are in the midst of a great war therefore we should have twice as many jokes and they should be twice as funny.

Only yesterday I was reading about a Cabinet meeting held at the White House in one of the most critical hours of our history. The incident was recorded by Secretary Stanton, not a particularly sympathetic reporter.

Around the table the various Secretaries gathered, solemn-faced and silent. To their amazement, the President, instead of turning to the business in hand, began reading aloud a chapter from the humorous works of Artemus Ward.

They were too astonished to speak; Stanton was tempted to leave the room in angry protest.

The President, unheeding, read the chapter through. Then, laying the book down, he heaved a deep sigh and said:

"Gentlemen, why don't you laugh? With the fearful strain that is upon me night and day, if I did not laugh I should die; and you need this medicine as much as I."

So saying, he turned to his tall hat, which was on the table beside him, and drew out what Stanton described as a "little white paper."

That little white paper was the Emancipation Proclamation.

The members of the Cabinet never could fathom the mingling of laughter and tears that was the secret of Lincoln's greatness.

They were afraid of laughter; they regarded it as dangerous and in times like those almost immoral.

But Lincoln knew better. Humor to him as to many another overburdened man was the great shock-absorber of life; without its kindly ministrations, the hard places of the road would have wrenched his soul beyond endurance.

Napoleon seldom smiled; Cromwell had little sense of humor. Either of them would be a dangerous man to handle our affairs in times like these.

Such men become too profoundly impressed with their own importance. And in the critical moment their self-importance often betrays their better judgment.

Give us, rather, men like Washington, who, as Irving writes, frequently leaned back and "laughed until the tears ran down his face."

Men like Lincoln, whose point of view is so detached that they can laugh even at themselves.

A saving sense of humor is the fourth great Christian virtue says A. C. Benson. And that is so true that I wish it had been written in the Bible instead of in one of Mr. A. C. Benson's books.

A man may have faith and hope and charity, and still be a prig and a bore.

Jesus was none of these. He was the most popular dinner guest in Jerusalem.

No one ever criticised Him for being too serious minded and respectable. Instead, He was criticised for dining out too much, for not compelling His disciples to fast, and for being too much with the loud laughing crowd of publicans and sinners.

I have some righteous friends who are going to feel greatly shocked at the conduct of the saints in Heaven.

They have never read that verse in the Bible which says:

"He that sitteth in the heavens shall laugh."

With all my heart I would urge them to begin right now even in serious days like these to cultivate that fourth great Christian virtue.

Lest perchance they die, and in a heaven presided over by a God who dearly loves a laugh shall find themselves lonesome and ill at ease.—Every Week.

PIONEER TRAVELING SALESMAN GONE

It is with regret that we announce the death of T. D. Pearce, who died April 2d, 1918, at his home in Sacramento after an illness of two days.

Mr. Pearce was probably one of the oldest and best known traveling men in Northern California, as he had covered that territory for over twenty-five years, traveling for Woodin & Little Pump House, of San Francisco, Cal.

Mr. Pearce was exceptionally well liked by all of the traveling men; especially by the younger ones just starting out on the road.

The expenditure of this Government from 1791 to January 1, 1917, covering 126 years, including the cost of past wars, was a little more than \$26,000,000,000, only five billion more than the sum appropriated by Congress at the last session for this war. Do you see what we are up against? And how necessary your moral, physical, mental and financial assistance is needed to help your country win?

First Lawyer: "I hear you're having trouble getting a jury on that automobile case."

Second Lawyer: "Yes, we object to people who drive automobiles, and the other side objects to people who don't."

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE ~~and~~ YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Beacon and Plimpton St., Waltham, Mass.



No. 10—Steel— $\frac{3}{8}$ in. to 4 in.

Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand!

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative
W. ERWIN GILCHRIST
681 Market Street San Francisco, California

New York's new
Pennsylvania Hotel
equipped with

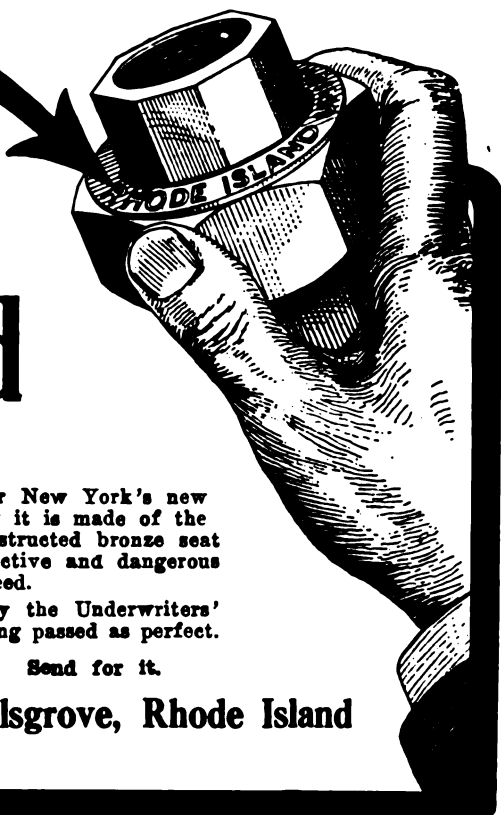
Rhode Island Unions

THE MEN who selected the Rhode Island Union for New York's new Pennsylvania Hotel, did so because they knew that it is made of the best grade of malleable iron, has a specially constructed bronze seat that makes a tight joint and prevents wasteful, destructive and dangerous leaks. It costs less in the long run, because it is guaranteed.

Made for water, steam, gas and oil. Approved by the Underwriters' Laboratory, and tested to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hillsgrove, Rhode Island



HOW A PLUMBER COULD ADVERTISE

I would send to every name on my mailing list an ordinary faucet washer securely wired to a common shipping tag, says R. R. Thompson in System. This tag I would have in red, if possible, or at least printed with red ink, with a message along these lines:

Drips are dangerous! If your faucet leaks, put this washer on it at once! Stop the water waste! Keep your meter bill down. Prevent the accident of an overflowing bowl or sink from a clogged pipe and the rapid accumulation of water from this constant drip, drip, drip. If you don't know how to apply this washer, send immediately for Walsh, the Plumber. Call Main 94, or see him at 735 Market street before the drip does more damage than the dollar it costs to fix the leak!

By so forcibly impressing upon my customers and prospects the importance of attending to this most commonplace trouble at once, with the accompanying washer for either present or future use, I am certain my name would be remembered when more important work came up.

BUMPERS

(By John B. Terns)

When mortal man acquires a boat,
Unless he's had a car before,
He must expect to be the goat
Of many trials that lie in store.
Or ever he may count the cost
Confined to tires and gas and oil
He will have called his car a frost
And motoring a fruitless toil.

When I had had my car a week,
I found that I had smashed a lamp,
Despoiled a fender's fine physique
And caused a radiator's cramp;
But I had learned 'twere vain for me
Those narrow gauge doors to bunt,
And so with rare sagacity
I bought a bumper for the front.

Experience soon made it clear
Of other cars there was no lack,
And when some dolt attacked my rear
I bought a bumper for the back.
Thus gaining wisdom day by day,
I gloried in this antidote
And gradually began to pray
For bumpers to surround my boat.

Ah, brother motorists, 'tis meet
That we extol this great device,
Let's hail preventatives discreet
That save a tumbril's sacrifice!
Mon Dieu! all terror they expugn
Of trees and poles and jewelry shops,
For now I know my car's immune,
Although I harvest bumper crops!

OUR FLAG

The work that we do is the making of the flag.
I am whatever you make me; nothing more.
I am your belief in yourself, your dream of what
a people may become.
I am song and fear, struggle and panic, and controlling hope,
I am the day's work of the weakest man and the largest dream of the most daring.
I am the constitution and the courts.
I am the soldier and dreadnaught.
I am the battle of yesterday and the mistake of tomorrow.
I am the mystery of the men who do without knowing why
I am the clutch of an idea and the reasoned purpose of a resolution.
I am no more than what you believe me to be, and I am all that you believe I can be.
I am what you make me; nothing more.
I swing before your eyes as a bright gleam of color a symbol of yourself.
The picture suggestion of that big thing which makes this nation.
My stars and my stripes are your dream and your labors.
They are bright with cheer, brilliant with courage, firm with faith, because you have made them out of your hearts;
For you are the makers of the flag, and it is well that you glory in the making.

WHEN TO WRITE A LETTER

The time to write a letter is when the desire to write is hot, not after it has grown cold. What is in your heart will work its way into your letters. If you are eager, your eagerness will show in your sentences. If you have no interest in the matter, that will also be apparent.

What you are will write itself into your communication no matter how hard you try to keep your real self out.

KNEW HIS PLACE

Sister Smith was called upon for testimony in a revival meeting. She humbly declined in these words:

"I have been a transgressor and a black sheep for a good many years and have only recently seen the light. I believe that my place is in a dark corner behind the door."

Brother Jones was next called upon. Following Sister Smith's meek example, he said:

"I, too, have been a sinner for more than forty years, and I do not think I ought to stand before you as a model. I think my place is behind the door, in a dark corner, with Sister Smith."

A long yarn is sometime produced from the thread of conversation.



The Del Monte Lavatory was designed with a Greek vase as model

Its beautiful design is due to the fact that it possesses the pleasing proportions and the simple flowing lines of the vase.

When you recommend the installation of a Del Monte lavatory you recommend the most beautiful lavatory made.

The Del Monte is the first vitreous china lavatory to be made with a straight apron in one piece, and like all Pacific Plumbing Fixtures is guaranteed forever against any defects in workmanship or materials.

PACIFIC PLUMBING FIXTURES

FOR SALE BY ALL JOBBERS

Main Office and Show Room, 67 New Montgomery Street
SAN FRANCISCO, CAL.

Factories
Richmond and San Pablo, Cal.

Branch Offices
Portland and Los Angeles

KEYSTONE REVERSIBLE RATCHET

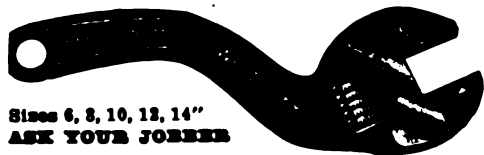


COMBINATION NO. M-200

Consists of Four Complete Ratchets in One.
Has long and short feed for any style of
Morse Taper, Square Shank or Flat Drill.
All parts interchangeable and it takes but a
minute to change to any style required.

WESTCOTT ADJUSTABLE "S" WRENCH

For Nuts
Handle Malleable Iron, Jaw Forged Steel

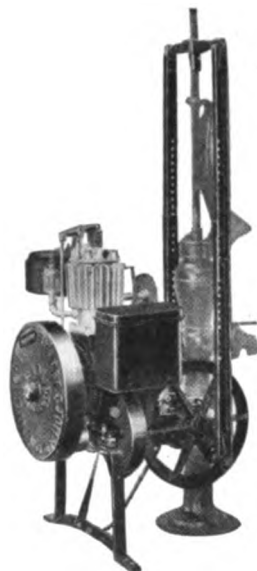


Sizes 6, 8, 10, 12, 14"
ASK YOUR JOBBERS

The Keystone Mfg. Company
BUFFALO, NEW YORK

ENGINES

Fuller
&
Johnson
Farm Pumper



"Fits any pump
and makes it
hump."

Model "N"
Model "K"

For Every Service
1½ to 25 H. P.

PACIFIC PUMP & SUPPLY CO.
San Francisco, Calif.
SOLE DISTRIBUTORS

EXPECT ONLY A DOZEN AND YOU ARE NOT DESERVING OF A GROSS

(By George W. Gittins)

There are salesmen today behind thousands of counters and running around all over the country who act as though they were afraid that some one was going to hand them an order.

Why is this so?

It isn't because there aren't buyers. It isn't because people don't want to buy, or because they haven't the money with which to buy.

It is because these salesmen have been lulled into inactivity by the reams of saving propaganda that's "going 'round."

We are "heels over head" in an ocean of prosperity—a prosperity whose shores are many years of steady sailing straight ahead. And this is no time to put on blinders or wax our ears.

Salesmen should take a reef in their mental belts and, like the caterpillar, hump themselves.

Don't you realize that this whole country is one vast beehive? Can't you see that there is not an idle person in the nation today unless it is a few lazy, trifling leeches who have never worked and never will?

Haven't you caught on to the fact that money is rolling into every one? More and faster than it ever did before, and more than any other people ever had since time began?

And, what is most important, do you not see that it is necessary for people to keep on buying so that we may keep on working and keep on earning?

Answer me one thing, Mr. Salesman: What would happen if your trade and all our other salesmen's trade dropped off one-fourth?

This would mean that there would be one-fourth less goods manufactured.

It would mean that one-fourth fewer persons would be employed in manufacturing.

It would mean a one-fourth less demand for raw materials such as coal and iron and lumber and cotton.

It would mean a general falling off of wages.

It would mean less of everything — less work and less pay.

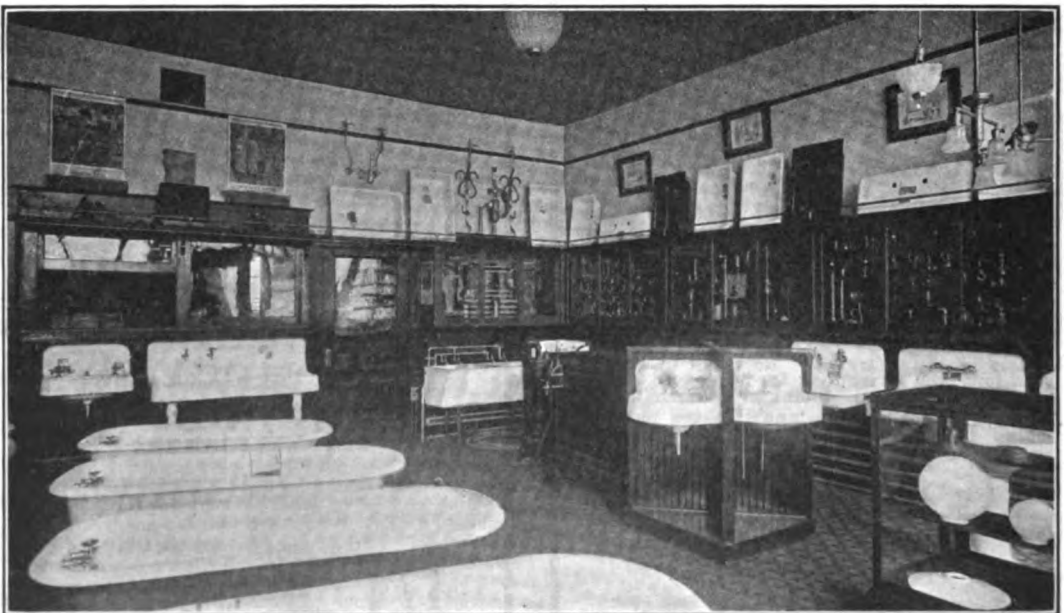
What is the matter with you? Can't you think straight?

Get to work and get the orders. And then get more orders and still more orders.

We must keep on spending if we would keep on working and keep on earning.

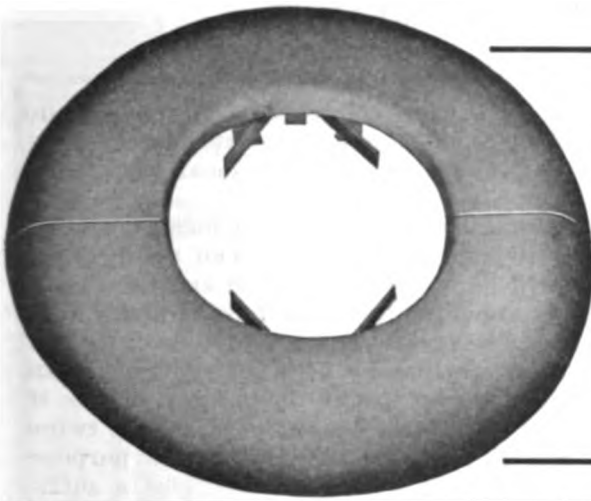
There is no fault being found with prudent spending by any one except by a few pinhead peewees.

But every right thinking person wants to see us spend and keep on spending, for every need and necessity we have. And it is up to the country's salesmen to see the virtue of this and get out and get the business.



AN ATTRACTIVE PLUMBING DISPLAY.

Lewiston, Idaho, doesn't claim to rank with the large cities of the country in size, but when it comes to progressiveness in hardware and plumbing circles, you have to doff your hat to some of their business men. Among them is the Peterson Plumbing & Heating Co. There are many plumbing establishments in cities twenty times the size of Lewiston, which cannot show as attractive show room as this company. Mr. Peterson has only been in business there six years, but draws trade from within a radius of one hundred miles. He has had much success in installing hot air, water and steam furnaces in which he specializes, as well as a general line of plumbing work. It is needless to say that one contributing factor in his success is his display room.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 1358 Beaver Hall Square, Montreal, Quebec, Canada.

THE "SAVILL"
Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin. If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

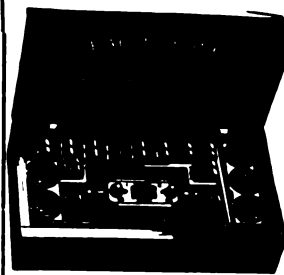


No. 71 Fire Pot. List Price Each \$13.50.
Discount

The "Up-to-Date" Mechanic

must have the latest improved tools to be in position to compete with his competitor and by using C. & L. Fire Pots and Torches he can do his work quicker and better and will save his cost in the saving of fuel alone. C. & L. Fires are the result of more than thirty years of constant effort and the expenditure of thousands of dollars in perfecting our line, but we have never experimented at the expense of the user. Jobbers will supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

Tools with an En-
viable Guarantee.

Send for our catalog of Gen-
uine Armstrong Stocks and
Dies, Water, Gas and Steam
Fitters' Tools and Pipe
Threading Machines.

THE ARMSTRONG
MFG. CO.

276 Knowlton St.
Bridgeport, Conn.

In writing the
company address
Department HW.

OPTIMISM THE ELIXIR OF LIFE

Optimism is a grand quality. So few men possess it. Many men believe they are optimistic, but they are not in fact. An optimist is the man who sees no clouds on life's horizon. When clouds appear they vanish before his vision. He simply will not see them. Such a man lives long, happily and usefully. He is God's messenger of peace and love. Sickness and sin have no lodgment in his being. His life is a joy. His influence is benign. In business, optimism is as necessary as money. Our greatest men have possessed a large share of optimism, else they would have failed. Optimism is a natural heritage, but with most of us the birthright is squandered early in life. What a blessing it will be when it is a common practice to teach our young men just starting out in business that optimism is the elixir of life.

USING "DOPE" ON THREADS

Editor Questions and Answers:—Do you approve of using any kind of "dope" in making up fittings in either steam fitting or hot water fitting? We believe that it is not necessary, but would like your idea in the matter.
J. S. & CO.

One reason why "dope" is not more effective, is that it is nine times out of ten applied in the wrong manner. Some fitters paint the fitting; others the male thread only. The right way is to paint both, but to paint only the first two or three threads of the fitting, then all the male threads and make the joint up. Used in this way, any good reliable dope is effective, and does not encumber the job by getting inside the pipes and finally accumulating in the boiler.

RAGGED THREADS ON BRASS WORK

Editor Questions and Answers:—On the nickel and brass pipe work I am unable to obtain good threads. They are very ragged. Please tell me how to overcome this difficulty.
THOS. HARDY.

You undoubtedly cut the threads too fast, or perhaps with an uneven motion. The dies should be revolved rather slowly and with uniform pressure. This will allow the dies to cut alike and should give good threads.

Set the dies so you cut short threads which will not show when the fitting is made on.

A VETERAN SOLDIERER

Tired Tompkins—"Won't you give a veteran something to eat, mum?"

Lady of the House—"You are a veteran? You were never a soldier, I'll be bound."

Tired Tompkins—"Lady, you do me an injustice. I have done nothin' but soldier all me life."

THE WATCH AS A COMPASS

A good many know, and a good many do not know, that the ordinary watch can be very successfully used as a compass on any day when the sun shines.

All that is necessary is to point the hour hand directly at the sun, and half the distance on the face between that hand and the figure 12, counting backward, will point nearly due south. The reason why is as follows:

The sun generally does not rise exactly in the east, nor set exactly in the west, nor is it exactly on the meridian at noon, except twice a year, at the equinoxes. But, for the purpose of a guide, the above rule will give a sufficiently close indication of north and south, and when those points are determined or either one of them, the other points are easily obtained.

Let us test it. Suppose that the sun rises in the east at 6 o'clock; lay the watch on a table at 6 o'clock in the morning, the sun then rising, with the hour hand pointing to the sun, and to the figure 6. It is evident that the east and west line will pass through the figures 6 and 12, while the south and north line will pass through the figures 9 and 3, the figure 9 being at the south end.

Leave the watch lying in the same position until 10 A. M. The distance on the rim of the dial from figures 6 to 9 is the quadrant of a circle or 90 degrees. The sun travels in its apparent orbit 15 degrees an hour, so that at 10 o'clock it will have traveled 60 degrees from sunrise, and will stand opposite the figure 8 on the dial, or two-thirds of the quadrant.

Now, if the watch is moved around so that 10 takes the place of 8, the south and north lines will pass through 11 and 5 instead of 9 and 3, the figure 5 being half way between 10 and 12, counted the longest way, and marking the north, not the south point.

But suppose the watch had remained undisturbed until 4 P. M., that is, ten hours from sunrise. The sun would have traveled ten times 15 degrees, and the circumferential distance between the figures on the dial being 30 degrees, it would have moved around to the figure 11, or five spaces from 6. Now, move the watch around until 4 takes the place of 11, and we have 2 and 8 on the south and north line, 8 being half way between 12 and 4, counted backward, and marking the north point of the compass. Of course, the half-way point between 12 and 4, counted the other way, marks the south point. This explanation can readily be understood by drawing a circle on paper and dividing into 12 spaces marked as the dial of a watch.

The longer you let an account run the longer it will be before you catch up with it.

It's Coin in Your Pocket



Patented B Furnace
for Kerosene.
One Gallon.

when you buy first-class tools for your workmen. If your men do not use such tools they surely cannot produce satisfactory work.

When you buy furnaces and torches you should insist on the "ALWAYS RELIABLE." This make is manufactured only from the best materials, therefore, is fully guaranteed as to quality. Each and every furnace and torch bearing this trade-mark is given an air, water and fire test so as to ensure the purchaser of perfect results. You cannot go wrong by purchasing the "ALWAYS RELIABLE."

Catalog Free on Request

OTTO BERNZ, NEWARK, N. J.

STOVE REPAIRS

**IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE**

You Can Get It at the

**Largest Stove Re-
pair House in the
Northwest**

**THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.**

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

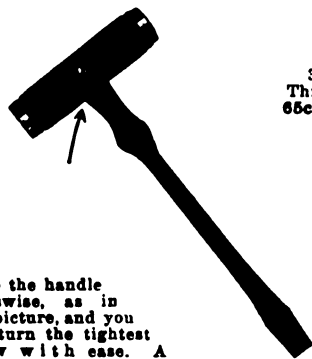
WRITE FOR OUR ORDER BOOKS

Use this Crescent screw - driver yourself

Use it on your car or garage — or around the house. Use it wherever and whenever you need a good strong screw-driver.

Every Crescent Hamr Handl Screw-Driver is 100% tested before it leaves the factory. The blade is drop-forged from oil tempered steel—it's real "Crescent" quality.

The adjustable handle gives you irresistible leverage on a screw when you need it.



3 Sizes
Three Sizes
65c, 70c, 75c

Snap the handle crosswise, as in the picture, and you can turn the tightest screw with ease. A strong spring holds the handle firm in either position.

**CRESCENT TOOL COMPANY
Jamestown, New York**

FREE COUPON

Mail this coupon today for a free sample Hamr Handl screw-driver for your own use.
Crescent Tool Co., Jamestown, N. Y.:

Please send me free a Crescent Hamr Handl guaranteed screw-driver for my own use.

Name

Firm

Address

Our Jobbers

MR. McADOO DID NOT MEAN "NO BUILDING."

Secretary of the Treasury McAdoo says that he did not mean "no building" should be done in this country during the war, when he issued an "appeal" to the American people on February 5th on the subject of building curtailment.

He likewise says that he has "no authority to order building curtailment."

The building people of the United States feel very much relieved at the clearing up of the building atmosphere of late. The report has gained strong circulation throughout the land that building of all kinds was forbidden, and that feeling was causing serious consequences in every part of the country.

There is no desire on the part of anyone to stop the building of small homes, farm buildings, or any other building or building repair work that should properly be done now.

FOLLOWED INSTRUCTION

"I can't keep the visitors from coming up," said the office boy, dejectedly, to the president. "When I say you're out they simply say they must see you."

"Well," said the president, "just tell them 'that's what they all say.'"

That afternoon there called at the office a young lady. The boy assured her it was impossible to see the president.

"But I am his wife," said the lady.

"Oh, that's what they all say," said the boy.

The finance committee of Los Angeles city council, which is revising the license system of the city, has decided to recommend a change in the payment of fees for plumbers licenses. Under the ordinance now in effect plumbers are required to pay \$30 semi-annually. It is proposed to make the payments \$5 per month. This change is in the interest of the little fellow. It will also permit outside competition on small jobs on which the \$30 payment is practically prohibitive.

S. Hill & Son, of Santa Ana, Riverside, Cal., have secured the contract at about \$3500 for plumbing work at the federal aviation camp at Alessandro, near Riverside.

Mrs. Jenkins, a regular visitor in the doctor's consulting room, started on the long story of her troubles. The doctor endured it patiently and gave her another bottle. At last she started out, and the doctor was congratulating himself, when she stopped and exclaimed: "Why, doctor, you didn't look to see if my tongue was coated."

"I know it isn't," wearily replied the medical man. "You don't find grass on a race track."

WHAT PLANS DO YOU MAKE?

What inspiration is that quotation from an address made at a town-planning conference in London by the great planner of cities, the late Daniel Burnham! How it encourages us to think greater thoughts, plan bigger institutions, dare to express our inner selves in our speaking and writing and doing!

"Make no little plans," he said, "They have no magic to stir men's blood and probably themselves will not be realized. Make big plans; aim high in hope and work, remembering that a noble, logical diagram once recorded will never die, but long after we are gone will be a living thing, asserting itself with ever-growing insistency. Remember that our sons and grandsons are going to do things that will stagger us. Let your watchword be order and your beacon beauty."

Can a business man ask for a finer, a more stirring message?

HE'S SAFE

"How is it you never married, Norah?"

"G'long wid ye, Mike! Shure the man I'd marry ain't been born yet, an' his mother's dead."

SOUTHERN HOSPITALITY

One day while J. M. Oliver was out in his automobile he discovered that he needed some lubricating oil for his engine. He drove up to a farm house where a small boy was playing. "Son," he called, "run and ask your mother if she has any lubricating oil, or castor oil will do, if she has it."

Soon the boy returned and said: "Ma ain't got no castor oil or nothing, but she said if you would wait for a few minutes she would fix up a dose of salts."

GREAT SCOTT

She sat next to Winston Churchill and naturally felt she must talk about books.

"You are fond of Sir Walter Scott, Mr. Churchill?" she began.

"Very," replied the author. "Are you?"

"I adore him," replied the girl.

"Don't you think his 'Lady of the Lake' very exquisite?" asked Churchill.

"Oh, I just dote on it," she replied.

"And Scott's 'Marmion.' Do you not think that one of his best?" asked Churchill.

"Yes," answered the girl, "I have read it a dozen times."

"A dozen times?" echoed the astonished author. Then a suspicion came into his mind and he asked: "Don't you love Scott's 'Emulsion'?"

"Oh, that," warmly answered the girl, "is the best thing I think he ever wrote."



Did You Ever See a Bull Pup Take Hold on a Root and Shut His Eyes to Everything Else in the World and Just Hold on?

Did you ever have some chap return a five-dollar loan long after you had given up hopes and were as flat broke as a tramp?

A NYE CHAIN VISE has in its jaws the tenacity of the bull pup—it also has in its absolute ability to fill a long felt want, the perfection of that five-dollar note.

It takes all sizes of pipe from 1/8 to 2-inch coupling. The steel chain attachment is guaranteed to stand a strain of 2000 pounds. It will hold like a mortgage and the chain will not even mar a painted pole.

You Can't Beat That Without You Cheat

NYE THE DIE MAN

The Nye Tool & Machine Works

116 N. Jefferson St., Chicago, Illinois



The C. & L. No. 32 Torch

will work anywhere, and keep up perfect generation, and that's why it is so popular with all mechanics. The burner is made of the best generator metal, by expert labor skilled in the line. The tank is made of heavy gauge seamless drawn brass, reinforced, making it extra strong and durable, and will outlast several ordinary make. Carefully tested and inspected before shipping. Try it and you will be pleased and satisfied. Jobbers will supply at factory price. Send for catalog—it's free.

No. 32 Torch
List Price
Each \$8.00
Discount

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

**WE
WELD
ANYTHING**

"WE KNOW THE STOVE REPAIR BUSINESS"

Stove and Furnace Repairs

**WE
WELD
ANYTHING**

MYER S. RUBENS
STOVE AND FURNACE REPAIR WORKS

We Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail orders 99-100% correct and with dispatch. We can supply parts for over 500,000 different Stoves, Ranges and Furnaces from Spokane. 15 years experience filling mail orders for Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE REPAIR WORKS

1009 W. First Ave., Spokane, Wash.

A CLINCHER

Pat O'Flaherty, very palpably not a prohibitionist, was arrested in Arizona recently charged with selling liquor in violation of the prohibition law. But Pat had an impregnable defense. His counsel, in addressing the jury, said:

"Your Honor, gentlemen of the jury, look at the defendant."

A dramatic pause; then:

"Now, gentlemen of the jury, do you honestly think that if the defendant had a quart of whisky he would sell it?"

The verdict reached in one minute was, "Not guilty."—Everybody's.

"Your name?" asked the teacher, registering a new pupil.

"Arthur."

"And what's your first name?"

"Brown."

"Oh, haven't you got them wrong? I think Arthur must be your first name, and Brown your family name. Isn't that right?"

But the small pupil was not persuaded. A day or two later he announced:

"Teacher, mother says Brown is my first name. She says I got that name when I was born and she didn't name me Arthur till three months later!"

Silk-hatted Gentleman (suspiciously) — "What are you planning to do with all those snow-balls, my little man?"

Boy—"I'm sellin' 'em—three for a nickel. And them as don't buy gets 'em for nothin'."

The gentleman in the silk hat bought the lot.



PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.

OFFICIAL ORGAN OF THE WESTERN TRADE

VOL. XIII MAY, 1918 NUMBER 5

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the HARDWARE WORLD, 1918.
All Rights Reserved.

| | | |
|------------------------------------|--|---|
| OFFICES | | |
| Boatmen's Bank Bldg. St. Louis. | Ellsworth Bldg. Chicago. | 70 Fifth Ave. New York. |
| Phelan Bldg. San Francisco. | 388 Taylor St Corner 10th Portland, Ore. | 317 I. N. Van Noy Bldg. Los Angeles |
| 507 Pioneer Bldg. Seattle. | | 204 Scott Bldg. Salt Lake. |

220 Pacific Bldg. Vancouver, B. C., Canada.

ROCKING FOR TIME

A Richmond ducky called upon an old friend who received him in a rocking chair. The visitor at once observed not only that his host did not rise, but that he continued to rock himself to and fro in a most curious way, similar to that of a person suffering from colic.

"You ain't sick, is yo', Harrison?" asked the caller, anxiously.

"No, I ain't sick, Mose," said Harrison.

A moment's silence, during which the caller gazed wide-eyed at the rocking figure.

"Den," continued Mose, "why in goodness does yo' rock yo'self datway all de time?"

Harrison paused not in his oscillations as he explained:

"Yo' know dat good-for-nothin' Bill Botts? Well, he done sold me a silver watch fo' five dollahs, an' ef I stops movin' like dis, dat watch won't go."

SURE

"Bobby," said the minister to a little fellow aged six, "I hear you are going to school now."

"Yes, sir," was the reply.

"What part of it do you like best?"

"Comin' home," was the prompt answer.

MILKING THE MILK

It was little Ellen's first view of a separator. Its workings were described to her in detail. "Oh, yes!" she exclaimed to her mother, "Mister Jones milks the cow and then this rigamajig milks the milk!"

Someone asked an old colored man what breed of chickens he considered best, and he replied: "All kinds has merits. De white ones is de easiest to find, but de black ones is de easiest to hide after you gets 'em."

Statement of ownership, management, circulation, etc., required by the Act of Congress of Aug. 24, 1912, of Hardware World, published monthly at Portland, Ore., for April 1, 1917. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor St., Portland, Ore.; editor, T. M. Shearman; business manager, T. M. Shearman; owner, T. M. Shearman. Known bondholders, mortgagees, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 4th day of April, 1918. Thos. L. Anderson, Notary Public.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

| AMMUNITION— | | | 38 Colts Long..... | | | SHELLS, LOADED— | | |
|-------------------------------|--------|--------|-----------------------------|------|------|---------------------------------------|--------|-----|
| Blank Rim Fire— | Black | Smkls. | 38 Colts Police Positive. | 1.35 | 1.50 | Winchester Repeater or Remington | | |
| 22 Short | \$.15 | \$... | 38 S. & W..... | 1.30 | 1.50 | U. M. C. Nitro Club— | | |
| 32 Short | .35 | ... | 38 S. & W. Special..... | 1.45 | 1.55 | 12 8 dra. x 1 oz., 24 gra. x 1 | | |
| 32 S. & W..... | .55 | ... | 38 Winchester..... | 1.65 | 2.05 | oz., drop shot | \$1.15 | |
| 32 S. & W..... | .70 | ... | 41 Colts Short DA..... | 1.80 | 1.50 | 8 dra. x 1 1/4 oz., 24 gra. 1 1/4 | | |
| 38 Long Colt..... | 1.20 | ... | 41 Colts Long DA..... | 1.60 | 1.75 | oz., drop shot | 1.15 | |
| 44 W. O. F..... | 1.50 | ... | 44 Bull Dog..... | 1.35 | ... | 3 1/4 dra. x 1 1/4 oz., 26 gra. x | | |
| Shot Rim Fire— | | | 44 S. & W. Amer..... | 1.75 | 1.95 | 1 1/4 oz., drop shot | 1.15 | |
| 22 Long | .55 | .90 | 44 S. & W. Rus..... | 1.75 | 1.95 | 3 1/4 dra. x 1 1/4 oz., BB shot, | | |
| 32 Long | 1.05 | ... | 44 S. & W. Special..... | 1.90 | 2.10 | drop shot..... | 1.30 | |
| Shot Center Fire— | | | 44 Webley..... | 1.50 | ... | 3 1/4 dra. x Buck shot, drop shot | 1.30 | |
| 32 S. & W..... | .95 | ... | 44 Winchester..... | 1.65 | 2.05 | 16 3 1/4 dra. x 1/2 oz., 22 gra. x | | |
| 32 W. O. F..... | 1.30 | ... | 45 Colts..... | 1.95 | 2.10 | 1/2 oz., drop shot..... | 1.05 | |
| 38 S. & W..... | 1.15 | ... | 45 Colts Auto..... | ... | 2.50 | 3 1/4 dra. x 1/2 oz., BB Shot | | |
| 38 W. O. F..... | 1.50 | ... | Center Fire Military | | | drop shot..... | 1.10 | |
| 44 W. O. F..... | 1.50 | 1.75 | and Sporting— | | | 20 3 1/4 dra. x 1/2 oz., 18 gra. x | | |
| 44 X. L..... | 1.60 | 1.80 | 22 Savage..... | 1.40 | 1.60 | 1/2 oz., drop shot..... | 1.05 | |
| 44 Game Getter..... | 1.50 | 1.60 | 250-3000 Savage..... | 1.95 | 2.55 | Winchester Leader or Remington U. | | |
| Rim Fire, Ball— | | | 25-21 Stevens..... | 1.90 | 2.55 | M. C. Arrow— | | |
| BB Caps..... | .35 | .35 | 25-25 Stevens..... | 1.90 | 2.55 | 12 3 1/4 dra. x 1 1/4 oz., 26 gra. x | | |
| CB Caps..... | .45 | .45 | 25-35 Winchester..... | 1.30 | 1.30 | 1 1/4 oz., chilled shot..... | \$1.35 | |
| 22 Short..... | .35 | .30 | 25-35 Short Range..... | 1.30 | 1.30 | 3 1/4 dra. x 1 1/4 oz., 28 gra. x | | |
| 22 Short H. P..... | .35 | .35 | 25-35 Marlin..... | 1.30 | 1.30 | 1 1/4 oz., chilled shot..... | 1.30 | |
| 22 Long..... | .35 | .40 | 25 Remington Rimless..... | 1.30 | 1.30 | 16 3 1/4 dra. x 1/2 oz., 22 gra. x | | |
| 22 Long H. P..... | .40 | .45 | 6 MM U. S. N..... | 1.85 | 1.85 | 1/2 oz., chilled shot..... | 1.15 | |
| 22 Long Rifle..... | .40 | .45 | 7 MM Special Mauser..... | 1.85 | 1.85 | 30 3 1/4 dra. x 1/2 oz., chilled shot | 1.15 | |
| 22 Long Rifle H. P..... | .45 | .45 | 7.65 MM Bel Mauser..... | 1.85 | 1.85 | 3 1/4 dra. x 1/2 oz., chilled shot | 1.30 | |
| 22 W. R. F..... | .50 | .55 | 8 MM Mauser..... | 1.85 | 1.85 | Trap Loads— | | |
| 22 W. R. F., H. P..... | .55 | .60 | 9 MM Mauser..... | 2.05 | 2.05 | 12 5 dra. x 1 1/4 oz., 7 1/4 Chilled. | \$1.35 | |
| 22 Win. Auto..... | .55 | .60 | 30-30 Winchester..... | 1.85 | 1.85 | 3 1/4 dra. x 1 1/4 oz., 7 1/4 Chilled | 1.35 | |
| 22 Win. Auto, H. P..... | .60 | .60 | 30 Remington Rimless..... | 1.85 | 1.85 | Black Powder Loads— | | |
| 25 Short Stevens..... | .60 | ... | 30 Government Rimless..... | 2.05 | 2.05 | 12 3 1/4 dra. x 1 1/4 oz., drop shot | 95c | |
| 25 Stevens..... | .80 | ... | 303 Savage..... | 1.35 | 1.35 | Caps and Primers— | | |
| 32 Short..... | .60 | ... | 32 Remington Rimless..... | 1.35 | 1.35 | Percussion..... | .30 | ... |
| 32 Long..... | .70 | ... | 32-40 Winchester..... | 1.05 | 1.30 | Musket Caps..... | .35 | ... |
| 38 Short..... | 1.00 | ... | 32-40 Winchester HV..... | 1.35 | 2.45 | Primers, 100 in box..... | .35 | ... |
| 38 Long..... | 1.00 | ... | 32 Winchester Slt. Ldg..... | 1.35 | 2.45 | Primers, 250 in box..... | .30 | ... |
| 41 Short..... | 1.05 | ... | 32 Winchester Special..... | 1.35 | 1.35 | Empty Paper Shells—Black Pow.— | | |
| Center Fire Pistol— | | | 32 Winchester..... | 1.35 | 1.35 | 12, 16, 30 Ga. per 100..... | 1.50 | |
| 22 Win. SS..... | 1.30 | 1.50 | 35 Winchester..... | 1.95 | 1.95 | 10 Ga. per 100..... | 1.65 | |
| 25 Colts Auto..... | 1.35 | 1.35 | 35 Remington Rimless..... | 1.95 | 1.95 | For Smokeless Powder, Repeater or | | |
| 25-30 Single Shot..... | 1.55 | 1.75 | 35 Winchester..... | 1.95 | 1.95 | Nitro Club— | | |
| 25-30 Win..... | 1.35 | 1.60 | 35 Winchester Slt. Ldg..... | 2.55 | 2.55 | 12, 16, 30, 38 Ga. per | | |
| 25-30 Win HV..... | 1.75 | 1.75 | 38-55 Winchester Lead..... | 1.30 | 1.35 | 100..... | 1.30 | |
| 7.65 MM-Mauser..... | 2.15 | 2.15 | 38-55 Winchester HV..... | 1.65 | 1.65 | 10 Ga. per 100..... | 2.10 | |
| 7.65 MM-Mauser..... | 2.15 | 2.15 | 38-56 Winchester..... | 1.80 | 1.85 | Leader or Arrow..... | 2.30 | |
| 9 MM-Lager..... | 2.80 | 2.80 | 40-60 Marlin..... | 1.35 | 1.35 | 10 Ga. per 100..... | 2.40 | |
| 32 Colts Auto..... | 1.35 | 1.35 | 40-60 Winchester..... | 1.35 | 1.35 | Empty Brass Shells— | | |
| 32 Colts Short..... | 1.00 | 1.10 | 40-65 Winchester..... | 1.35 | 1.35 | Best Qual. 12, 16, 30, | | |
| 32 Colts Long..... | 1.15 | 1.25 | 40-70 Winchester..... | 1.40 | 1.40 | 38, Box 35..... | 2.75 | |
| 32 Colts Police Positive..... | 1.15 | 1.25 | 40-72 Winchester..... | 1.40 | 1.40 | 2nd Qual. 12, 16, 30, | | |
| 32 S. & W..... | 1.00 | 1.10 | 40-82 Winchester..... | 1.40 | 1.40 | 38, Box 35..... | 2.10 | |
| 32 S. & W. Long..... | 1.15 | 1.25 | 401 Winchester Auto..... | 1.55 | 1.55 | Wads— | | |
| 32-30 Marlin..... | 1.40 | 1.80 | 405 Winchester..... | 2.30 | 2.30 | Cardboard, box 250.. | .30 | |
| 32 Winchester..... | 1.40 | 1.80 | 45-60 Winchester..... | 1.40 | 1.40 | Black Edge, Reg., box | | |
| 32-30 Win HV..... | 1.80 | 1.80 | 45-70-405 Government..... | 1.40 | 1.60 | 250..... | .50 | |
| 32 S. & W. Auto..... | 1.55 | 1.55 | 45-75 Winchester..... | 1.40 | 1.40 | Black Edge, 1/4 in., 125 | | |
| 38 Colts Auto..... | 2.30 | 2.30 | 45-90 Winchester..... | 1.50 | 1.65 | in box..... | .40 | |
| 38 Colts Short..... | 1.25 | 1.35 | | | | Black Edge, 1/4 in., 250 | | |

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.35 each; No. 30, 4 1/4 White, \$3.35 each; No. 231, 3 1/4 Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4 1/4 Sierra, \$2.75 ea.; Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5 1/4 White, \$3.50 each; No. 233, 5 Sierra, \$3.00 each; No. 233, 5 1/4 Sierra, \$3.00 each; Ship, No. 44, 4 White, \$3.35 each; No. 44, 4 1/4 White, \$3.35 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/4 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$3.50 each; No. 235, 4 1/4 Sierra, \$3.50 each.

ANCHORS—Screws per 100, 2-16, \$4.15; 1/4, \$6.25.

ANVILS—Vulcan—No. 3, 30-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 c lb.; 70 to 79 lb., 23 c lb.; 60 to 69 lb., 23 1/2 c lb.; 50 to 59 lb., 24 1/2 c lb. With Chip Horn, 3c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 c lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.25; No. 2 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb. Paper, 35c lb.; Cut, 40c lb. Wicking, 1/2-lb. balls, 80c each. Wicking, 1-lb. lots, \$1.50. Cement, per sack..... 6.00

AUGERS—Greenlee Carpenters Nut, No. 57.

| Size | 1/4 | 3/8 | 1/2 | 5/8 | 3/4 | 1 |
|-----------|--------|--------|--------|--------|--------|--------|
| Each..... | \$1.00 | \$1.00 | \$1.15 | \$1.25 | \$1.35 | \$1.65 |
| Size | 1 1/4 | 1 1/2 | 2 | 2 1/2 | 3 | 4 |
| Each..... | \$2.00 | \$2.35 | \$2.65 | \$3.00 | \$4.00 | \$8.00 |

| Greenlee Ship. | | | | | | |
|----------------|--------|--------|--------|--------|--------|--------|
| 16ths | 8-10 | 11-13 | 13 | 14 | 15 | 16 |
| 60 each..... | \$1.60 | \$1.75 | \$1.75 | \$1.85 | \$1.95 | \$2.00 |
| 62 each..... | 1.95 | 2.00 | 2.00 | 2.15 | 2.30 | 2.35 |
| 16ths..... | 17 | 18 | 19 | 20 | 21 | 23 |
| 60 each..... | \$2.15 | \$2.25 | \$2.30 | \$2.40 | \$2.50 | \$2.50 |
| 62 each..... | 2.50 | 2.65 | 2.60 | 2.80 | 3.15 | 3.15 |
| 16ths..... | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each..... | \$2.85 | \$3.00 | \$3.30 | \$3.45 | \$3.75 | \$4.10 |
| 62 each..... | 3.50 | 3.60 | 3.65 | 3.75 | 4.10 | 4.40 |
| 16ths..... | 29 | 30 | 31 | 32 | | |
| 60 each..... | \$4.40 | \$4.70 | \$5.00 | \$5.35 | | |
| 62 each..... | 4.70 | 5.85 | 5.95 | 6.25 | | |

AXES—Boys' Handled, Blue Wing, \$1.90 each; Pacemaker, \$1.80. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/4-4 1/4, \$2.75 each; Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.00 each; Tuff Temper, 3 1/4-4 1/4, \$3.00 each; Tuff Temper, 4-5, \$3.25 each. Single Bit Handled, Blue Wing. (Continued on Page 167)

RETAIL SELLING PRICE—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | |
|-----------------------|-------------|-------------------------|-------------|-------------------------------|-------------|---------------------------|-------------|-------------------------|-------------|
| Oval Foot Baths. | | 150 ..... .50 | | Drinking Cups. | | 320 2.00 | | Covered Bake Pans. | |
| 0 |\$1.15 | 250 |55 | 08 |15 | 222 | 2.50 | 1 |\$.65 |
| 1 |1.40 | 350 |65 | 09 |15 | 2121 | 1.30 | Round Bake Pans. | |
| 2 |1.65 | 450 |80 | 010 |30 | 2141 | 1.45 | 20 |\$.40 |
| 3 |2.00 | 650 |1.00 | 8 |15 | 2161 | 1.75 | 30 |45 |
| 4 |2.50 | 850 |1.25 | 9 |30 | 2181 | 2.00 | 40 |50 |
| Coffee Biggins. | | 1050 |1.50 | 10 |30 | 2201 | 2.35 | 50 |55 |
| 0 |80 | 1250 |1.75 | 11 |35 | 2221 | 2.75 | 60 |60 |
| 01 |85 | 1501 |60 | Pieced Cups. | | Milk Kettles. | | Bed or Douche Pans. | |
| 00 |95 | 2501 |70 | 20 |15 | 70 |40 | 2 |\$2.00 |
| 010 |1.05 | 3501 |80 | 25 |30 | 71 |50 | Bed Pans. | |
| 020 |1.30 | 4501 |95 | 40 |30 | 72 |65 | 1 |\$3.00 |
| 030 |1.30 | Covered Buckets. | | Straight Cups. | | 73 |75 | Bread Pans. | |
| 040 |1.45 | 6501 |\$1.05 | 0 |30 | 74 |90 | 2 |25 |
| 050 |1.60 | 8501 |1.40 | 6 |35 | 76 |1.05 | 11 |25 |
| Coffee Boilers. | | 10501 |1.75 | 120 |40 | 81 |50 | 12 |25 |
| 60 |\$1.10 | 12501 |2.00 | Miners' Cups. | | 82 |65 | 13 |45 |
| 70 |1.25 | Rd. Dinner Buckets. | | 50 |40 | 83 |75 | 18 |55 |
| 80 |1.50 | 080 |\$1.15 | Measuring Cups. | | 84 |70 | Oblong Pans. | |
| 90 |1.80 | 040 |1.25 | 10 |30 | 86 |1.05 | 08 |25 |
| 100 |2.50 | 501 |1.15 | After Dinner Cups & Saucers. | | 87 |65 | 04 |40 |
| 601 |1.25 | 502 |1.85 | 10 |35 | 88 |85 | 01 |30 |
| 701 |1.40 | 503 |1.50 | Cups & Saucers. | | 89 |1.25 | 02 |35 |
| 801 |1.65 | Miners' Dinner Buckets. | | 100 |35 | 90 |1.65 | Sponge Cake Pans. | |
| 901 |2.10 | 10 |\$1.60 | 20 |35 | Lipped Reserving Kettles. | | 200 |\$.35 |
| 1001 |2.75 | Acme Dinner Buckets. | | 400 |40 | 14 |30 | Oblong Stove Pans. | |
| Fish Boilers. | | 140 |\$1.75 | Ocupidors. | | 16 |35 | 100 |\$.45 |
| 218 |\$4.00 | 240 |2.00 | 10 |45 | 18 |40 | 200 |50 |
| 220 |4.50 | 340 |1.80 | 20 |55 | 20 |50 | 300 |65 |
| 222 |5.00 | 3401 |1.65 | 80 |65 | 22 |55 | 325 |75 |
| 2181 |4.25 | Oval Dinner Buckets. | | Flaring Cocoa Shaped Dippers. | | 24 |60 | 350 |85 |
| 2201 |4.75 | 14 |\$1.80 | 161 |35 | 26 |65 | 400 |95 |
| 2321 |5.50 | 81 |1.60 | 151 |25 | 28 |80 | 425 |1.00 |
| Ham Boilers. | | 41 |1.80 | Genuine Cocoa Shaped Dippers. | | 30 |90 | 450 |1.05 |
| 170 |\$3.75 | Oblong Dinner Buckets. | | 55 |50 | 32 |1.05 | 475 |1.15 |
| 175 |3.00 | 110 |\$1.65 | Cap Dippers. | | 34 |1.15 | 500 |1.25 |
| Milk or Rice Boilers. | | 111 |1.75 | 9 |35 | 36 |1.35 | 550 |1.45 |
| 14 |95 | 112 |1.85 | 10 |30 | 40 |2.00 | Square Stove Pans. | |
| 16 |1.00 | 113 |2.10 | 11 |35 | 50 |3.00 | 110 |65 |
| 18 |1.15 | Aurora Dinner Buckets. | | Flaring Dippers. | | Tea Kettles. | | 111 |70 |
| 20 |1.35 | 775 |\$1.65 | 101 |35 | 20 |75 | 112 |75 |
| 22 |1.50 | 776 |1.90 | 11 |35 | 30 |80 | 113 |85 |
| 24 |1.75 | 875 |1.90 | Windsor Dippers. | | 40 |90 | 114 |1.00 |
| 26 |2.00 | 876 |2.15 | 100 |30 | 50 |1.00 | 115 |1.15 |
| 28 |2.50 | Chambers. | | 110 |30 | 60 |1.15 | 116 |1.25 |
| 30 |3.00 | 1 |50 | 112 |35 | 70 |1.25 | 118 |1.40 |
| 141 |1.00 | 1½ |65 | 114 |40 | 80 |1.50 | Square Jelly Cake Pans. | |
| 161 |1.10 | 2 |75 | Oblong Soap Dishes. | | 90 |1.75 | 99 |30 |
| 181 |1.25 | 3 |85 | 50 |30 | 070 |2.00 | 100 |35 |
| 201 |1.40 | Chamber Covers. | | 60 |30 | 080 |2.35 | 90 |35 |
| 221 |1.65 | 1 |25 | 060 |30 | 090 |2.50 | 8 |25 |
| 241 |1.90 | 1½ |30 | Sink Drainers. | | 160 |1.25 | 9 |25 |
| 261 |2.15 | 2 |35 | 7 |50 | 170 |1.45 | 10 |30 |
| 281 |2.75 | 3 |40 | 40 |40 | 180 |1.65 | 68 |35 |
| 301 |3.50 | Colanders. | | Coffee Flasks. | | 190 |2.00 | 69 |30 |
| 321 |4.25 | 1 |50 | 10 |50 | Deep Ladles. | | 70 |30 |
| 341 |5.00 | 2 |60 | 100 |25 | 90 |30 | Mountain Cake Pans. | |
| 361 |5.75 | 3 |75 | 110 |35 | 100 |25 | 78 |30 |
| 381 |6.50 | 4 |85 | 120 |40 | 110 |30 | 79 |30 |
| 401 |7.25 | 5 |95 | 130 |45 | 120 |35 | 80 |35 |
| 421 |8.00 | 6 |1.05 | 140 |50 | 130 |40 | Oval Dish Pans. | |
| 441 |8.75 | 7 |1.15 | 150 |55 | 140 |45 | 15 |\$1.50 |
| 461 |9.50 | 8 |1.25 | 160 |60 | 150 |50 | 18 |1.75 |
| 481 |10.25 | 9 |1.35 | 170 |65 | 160 |55 | 22 |2.00 |
| 501 |11.00 | 10 |1.45 | 180 |70 | 170 |60 | Dish Pans. | |
| 521 |11.75 | 11 |1.55 | 190 |75 | 180 |65 | 80 |95 |
| 541 |12.50 | 12 |1.65 | Fruit Jar Fillers. | | 190 |75 | 100 |1.00 |
| 561 |13.25 | 13 |1.75 | 30 |25 | Graduated Measures. | | 140 |1.15 |
| 581 |14.00 | 14 |1.85 | Berlin Kettles. | | 11 |50 | 170 |1.25 |
| Smls. Bowls. | | 15 |1.95 | 02 |55 | (No Lip.) | | 210 |1.55 |
| 9-10 |20 | 16 |2.05 | 03 |60 | 011 |45 | 300 |2.25 |
| 12-14 |25 | 17 |2.15 | 04 |65 | Standard Measures. | | 400 |2.50 |
| 16 |30 | 18 |2.25 | 05 |70 | 01 |25 | 101 |95 |
| 18 |35 | 19 |2.35 | 06 |75 | 02 |30 | 141 |1.05 |
| 20 |40 | 20 |2.45 | 07 |80 | 03 |40 | 171 |1.25 |
| 22 |45 | 21 |2.55 | 08 |85 | 04 |50 | Rinsing Pans. | |
| 24 |50 | 22 |2.65 | 09 |90 | 05 |55 | 08 |85 |
| 26 |55 | 23 |2.75 | 10 |95 | 06 |60 | 010 |95 |
| 28 |60 | 24 |2.85 | 11 |1.00 | Jelly Moulds. | | 012 |1.00 |
| 30 |65 | 25 |2.95 | 12 |1.05 | 080 |25 | 014 |1.05 |
| 32 |70 | 26 |3.05 | 13 |1.10 | Children's Mugs. | | 017 |1.25 |
| Soup Bowls. | | 27 |3.15 | 14 |1.15 | 8 |20 | Lipped Fry Pans. | |
| 125 |25 | 28 |3.25 | 15 |1.20 | 5 |25 | 30 |30 |
| Wash Bowls. | | 29 |3.35 | 16 |1.25 | Chamber Pails. | | 31 |35 |
| 26 |35 | 30 |3.45 | 17 |1.30 | 1 |1.40 | 32 |40 |
| 28 |40 | 31 |3.55 | 18 |1.35 | 2 |1.50 | 33 |45 |
| 30 |45 | 32 |3.65 | 19 |1.40 | 3 |1.60 | 34 |50 |
| 32 |50 | 33 |3.75 | 20 |1.45 | 4 |1.75 | 35 |55 |
| 34 |55 | 34 |3.85 | 21 |1.50 | 25 |2.15 | 36 |65 |
| 36 |60 | Covered Buckets. | | 22 |1.55 | 30 |2.35 | National Fry Pans. | |
| 38 |65 | 19 |35 | 23 |1.60 | Water Pails. | | 49 |80 |
| 40 |70 | 21 |40 | 24 |1.65 | 110 |\$1.15 | 50 |85 |
| 42 |75 | 23 |45 | 25 |1.70 | 112 |1.25 | 51 |90 |
| 44 |80 | 25 |50 | 26 |1.75 | 114 |1.30 | 52 |95 |
| 46 |85 | 27 |55 | 27 |1.80 | 116 |1.35 | 53 |55 |
| 48 |90 | 29 |60 | 28 |1.85 | Covered Bake Pans. | | 54 |65 |
| 50 |95 | 31 |65 | Convex Kettles. | | Covered Bake Pans. | | | |
| 52 |1.00 | 33 |70 | 212 |\$1.05 | Covered Bake Pans. | | | |
| 54 |1.05 | 35 |75 | 214 |1.25 | Covered Bake Pans. | | | |
| 56 |1.10 | 37 |80 | 216 |1.50 | Covered Bake Pans. | | | |
| 58 |1.15 | 39 |85 | 218 |1.75 | Covered Bake Pans. | | | |
| 60 |1.20 | 41 |90 | | | Covered Bake Pans. | | | |
| 62 |1.25 | 43 |95 | | | Covered Bake Pans. | | | |

RETAIL SELLING PRICE—Continued.

| | | | | |
|--------------------|----------------------|----------------------|----------------------|------------------|
| 5570 | Lipped Sauce Pans. | 58 Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .25 | 59 ..... .30 | 1450 1.90 | 224 7.50 |
| Muffin Pans. | 10 ..... .30 | 60 ..... .35 | 1850 2.25 | 286 9.00 |
| 404 ..... .45 | 14 ..... .35 | 2 1/4 Coffee Pots. | Berlin Sauce Pots. | 312 9.00 |
| 408 ..... .55 | 16 ..... .35 | 3 ..... .60 | 02 ..... .55 | 318 12.00 |
| 409 ..... .65 | 18 ..... .40 | 4 ..... .65 | 02 ..... .65 | 324 15.00 |
| 412 ..... .75 | 20 ..... .45 | 5 ..... .75 | 04 ..... .75 | 386 18.00 |
| Oven Cake Pans. | 22 ..... .55 | 15 ..... .65 | 05 ..... .85 | Bread Raisers. |
| 706 ..... .55 | 24 ..... .60 | 25 ..... .75 | 06 ..... .90 | 10 \$1.75 |
| 708 ..... .65 | 26 ..... .65 | 35 ..... .85 | 08 1.15 | 14 2.00 |
| 709 ..... .75 | 28 ..... .80 | 45 ..... .90 | 010 1.40 | 17 2.25 |
| 712 ..... .85 | 30 ..... .95 | 55 1.05 | 012 1.65 | 21 2.75 |
| Milk Pans. | Straight Sauce Pans. | 55 1.05 | 021 ..... .65 | 101 2.00 |
| 00 ..... .30 | 250 ..... .55 | 21 1/4 ..... .55 | 021 ..... .75 | 141 2.35 |
| 0 ..... .30 | 250 ..... .65 | 31 ..... .60 | 041 ..... .90 | 171 2.75 |
| 11 ..... .35 | 450 ..... .80 | 51 ..... .65 | 051 1.00 | 211 3.25 |
| 15 ..... .35 | 650 1.00 | 151 ..... .75 | 061 1.15 | Nesco Perfect |
| 20 ..... .30 | Shallow Stew Pans. | 251 ..... .85 | 081 1.25 | Roasters. |
| 20 ..... .35 | 3 ..... .30 | 351 ..... .90 | 0101 1.65 | 150 \$2.50 |
| 30 ..... .40 | 4 ..... .35 | 451 1.00 | 0121 1.85 | 180 3.25 |
| 40 ..... .40 | 5 ..... .40 | 551 1.15 | Convex Sauce Pots. | 200 4.20 |
| 50 ..... .50 | 6 ..... .50 | 65 ..... .90 | 212 \$1.05 | Grocers' Scoops. |
| 60 ..... .55 | Deep Stew Pans. | 015 1.00 | 214 1.25 | 2 ..... .40 |
| 80 ..... .65 | 14 ..... .25 | 025 1.15 | 216 1.50 | 3 ..... .50 |
| 100 ..... .70 | 16 ..... .25 | 035 1.30 | 218 1.75 | 4 ..... .55 |
| 120 ..... .85 | 18 ..... .40 | 045 1.35 | 220 2.00 | 5 ..... .65 |
| Pudding Pans. | 20 ..... .45 | 055 1.50 | 222 2.50 | 20 ..... .55 |
| 50 ..... .25 | 22 ..... .50 | 051 1.00 | 2121 1.20 | 30 ..... .65 |
| 100 ..... .25 | Molasses Pitchers. | 0151 1.05 | 2141 1.40 | 40 ..... .85 |
| 150 ..... .30 | 601 \$.55 | 0251 1.15 | 2161 1.75 | 50 1.00 |
| 200 ..... .35 | Convex Water | 0351 1.30 | 2181 2.00 | Flat Skimmers. |
| 300 ..... .40 | Pitchers. | 0451 1.40 | 2201 2.25 | 9 \$.30 |
| 400 ..... .40 | 401 ..... .60 | 0551 1.55 | 2221 2.75 | 10 ..... .30 |
| 500 ..... .55 | 402 ..... .65 | Tea Pots. | Oval Sauce Pots. | 11 ..... .35 |
| 600 ..... .65 | 403 ..... .75 | 00 ..... .50 | 2 \$2.00 | 12 ..... .25 |
| 800 ..... .70 | 404 ..... .85 | 01 ..... .55 | 3 2.25 | Spittoons. |
| 1000 ..... .70 | 405 ..... .90 | 0 ..... .65 | 4 2.50 | 200 \$.85 |
| Pan Pans. | 406 1.00 | 10 ..... .70 | 20 2.25 | 300 1.10 |
| 1 ..... .50 | Water Pitchers. | 20 ..... .80 | 30 2.50 | Club Spittoons. |
| 2 ..... .55 | 5 \$1.00 | 30 ..... .85 | 40 2.75 | 100 \$1.25 |
| 3 ..... .65 | 10 1.15 | 40 ..... .95 | Straight Sauce Pots. | Hotel Spittoons. |
| 30 ..... .75 | 20 1.25 | 50 1.05 | 014 ..... .50 | 150 \$2.50 |
| Berlin Sauce Pans. | 30 1.35 | 001 ..... .60 | 016 ..... .65 | Basting Spoons. |
| 02 ..... .55 | 0 ..... .70 | 011 ..... .65 | 018 ..... .70 | 10 \$.15 |
| 03 ..... .65 | 1 ..... .80 | 01 1/4 ..... .70 | 020 ..... .85 | 12 ..... .20 |
| 04 ..... .75 | 2 ..... .90 | 101 ..... .80 | 022 1.00 | 14 ..... .30 |
| 05 ..... .85 | 3 1.05 | 201 ..... .85 | 024 1.25 | 16 ..... .30 |
| 06 ..... .95 | 4 1.20 | 301 ..... .95 | 026 1.50 | 18 ..... .25 |
| 08 1.15 | 6 2.00 | 401 1.05 | 028 2.00 | Steamers. |
| 010 1.25 | Pitchers & Bowls. | 501 1.15 | 030 2.25 | 7 \$1.15 |
| 012 1.65 | 100 \$1.55 | 1000 ..... .95 | 032 2.50 | 8 1.35 |
| 021 ..... .65 | 200 1.75 | 1010 1.00 | 80 1.25 | 9 1.50 |
| 031 ..... .75 | Dinner Plates. | 1020 1.15 | 100 1.50 | Tea Steepers. |
| 041 ..... .90 | 19 \$.25 | 1030 1.25 | 120 1.75 | 2 \$.50 |
| 051 1.00 | 20 ..... .30 | 1040 1.40 | 140 2.25 | 3 ..... .55 |
| 061 1.15 | 21 ..... .35 | 1050 1.55 | 200 2.75 | Handy Strainers. |
| 081 1.40 | Pie Plates. | 2000 1.00 | 301 1.40 | 140 \$.15 |
| 0101 1.65 | 27 \$.30 | 2010 1.10 | 1001 1.75 | Gravy Strainers. |
| 0121 1.85 | 28 ..... .30 | 2020 1.20 | 1201 2.00 | 2 \$.35 |
| Comb. Dbl Sauce | 29 ..... .35 | 2030 1.35 | 1401 2.50 | Jelly Strainers. |
| Pans. | 30 ..... .30 | 2040 1.45 | 2001 3.00 | 20 \$.30 |
| 1 \$1.50 | 31 ..... .35 | 2050 1.65 | Covered Stove Pots. | Oake Turners. |
| 11 1.75 | 32 ..... .35 | Fireless Cooker Pots | 706 \$1.25 | 12 \$.15 |
| Comb. Triple Sauce | 33 ..... .35 | 420 \$.85 | 707 1.50 | 14 ..... .20 |
| Pans. | 34 ..... .35 | 620 1.15 | 708 2.00 | Female Urinals. |
| 10 \$2.25 | 35 ..... .35 | 820 1.40 | 709 2.50 | 1 \$2.00 |
| 101 2.50 | Lebanon Pie Plates. | 1420 1.85 | 7061 1.50 | Male Urinals. |
| Sauce Pans. | 47 \$.25 | 1620 1.80 | 7071 1.75 | 2 \$1.85 |
| 162 \$.55 | 48 ..... .25 | 1820 1.90 | 7081 2.25 | |
| 163 ..... .60 | 49 ..... .30 | 450 1.15 | 7091 2.75 | |
| 164 ..... .70 | 50 ..... .30 | 650 1.55 | Soup Stock Pots. | |
| | | 850 1.85 | 212 \$4.50 | |

(Continued from Page 165)

2-4, \$2.75 each; Blue Wing, 3 1/4-4 1/4, \$2.75 each; Blue Wing, 4-5, \$2.75 each; Dreadnaught, 3-4, \$2.50 each; Dreadnaught, 3 1/4-4 1/4, \$2.50 each; Dreadnaught, 4-5, \$2.50 each; Bluebird, 3-4, \$2.50 each; Bluebird, 3 1/4-4 1/4, \$2.50 each; Bluebird, 4-5, \$2.50 each; Peacemaker, 3-4, \$2.65 each; Peacemaker, 3 1/4-4 1/4, \$2.65 each; Peacemaker, 4-5, \$2.65 each; Tuff Temper, 3-4, \$2.50 each; Tuff Temper, 3 1/4-4 1/4, \$2.50 each; Tuff Temper, 4-5, \$2.50 each; Quaker City, 3-4, \$2.50 each; Quaker City, 3 1/4-4 1/4, \$2.50 each; Quaker City, 4-5, \$2.50 each; Old Forge, 3-4, \$2.25 each; Old Forge, 3 1/4-4 1/4, \$2.25 each; Old Forge, 4-5, \$2.25 each; Freighters, 3-F, \$2.25 each.

BABBITT—Frictionless, 35c lb.; Magnolia, 40c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.15 lb.; Challenge, \$1.10 lb.; Special Motor, 90c lb.; Excelsior, 30c lb.; Acme, 65c lb.; XXXX Nickle, \$1.10 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Lining No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 20, 18c lb.; Ripping or Wrecking, Goose Neck No. 3657—1/4 x 24, 50c each; Goose Neck No. 3659—1/4 x 24, 75c each; Goose Neck No. 3662—1/4 x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1562, \$2.85 each; No. 1662, \$3.15 each. Ever Ready same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2 inch Rough, 90c each; 1/2 inch, \$1.15 each; 1/2 inch, \$1.50 each; 1 inch, \$2.75 each.
112—1/2 inch Finished, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.60 each; 1 inch, \$3.00 each.
0112—1/2 inch Nickel-plated, \$1.15 each; 1/2 inch, \$1.35 each; 1/2 inch, \$1.85 each; 1 inch, \$3.25 each.
Hose 1113—1/2 inch Rough, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.65 each; 1 inch, \$2.75 each; 1 1/4 inch, \$5.50 each; 1 1/2 inch, \$7.25 each.
113—1/2 inch Finished, \$1.15 each; 1/2 inch, \$1.35 each; 1/2 inch, \$1.85 each; 1 inch, \$3.25 each.
0113—1/2 inch Nickel-plated, \$1.35 each; 1/2 inch, \$1.50 each; 1/2 inch, \$2.00 each.

BITS—Auger

| Size 16ths. | 3 | 4-8 | 9-10 | 10-12 | 13-14 | 14-16 | 18 | 20 |
|-------------|------|------|------|-------|-------|-------|-------|-------|
| 31—List. | | | | | | | | |
| Dox... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 81—Sell. | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 |
| 100—List. | | | | | | | | |
| Dox... | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 100—Sell. | | | | | | | | |
| Each... | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.20 |
| 101—List. | | | | | | | | |
| Dox... | 5.00 | 6.00 | 7.00 | 8.25 | | | | |
| 101—Sell. | | | | | | | | |
| Each... | .40 | .45 | .50 | .75 | | | | |

RETAIL SELLING PRICE—Continued.

| | | | | | | | | |
|---|--------|--------|--------|--------|--------|--------|-------|-------|
| Size 16ths. | 8 | 4-6 | 7 | 8 | 9 | 10 | 11-12 | 12-14 |
| 35—List. | | | | | | | | |
| Dos. | 4.50 | 4.00 | 4.50 | 5.00 | 5.50 | 6.00 | 7.00 | 8.00 |
| 35—Sell. | | | | | | | | |
| Each | .30 | .25 | .30 | .35 | .40 | .45 | .50 | .60 |
| Size 16ths. | | | | 15-16 | 17-18 | 20 | 22 | 24 |
| 35—List. | | | | | | | | |
| Dos. | | | | 9.00 | 10.50 | 12.00 | 13.50 | 15.00 |
| 35—Sell. | | | | | | | | |
| Each | | | | .75 | .70 | .85 | .95 | 1.00 |
| Size 16ths. | 4-6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 47—List. | | | | | | | | |
| Dos. | 9.00 | 10.00 | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 |
| 47—Sell. | | | | | | | | |
| Each | .45 | .65 | .75 | .90 | .95 | 1.00 | 1.10 | 1.15 |
| Size 16ths. | | | | | | | 14 | 15 |
| 47—List. | | | | | | | | |
| Dos. | | | | | | 19.00 | 20.50 | 22.00 |
| 47—Sell. | | | | | | | | |
| Each | | | | | | 1.20 | 1.30 | 1.40 |
| Size 16ths. | 5-8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 53—List. | | | | | | | | |
| Dos. | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 | 19.00 | 20.50 |
| 53—Sell. | | | | | | | | |
| Each | 1.35 | 1.50 | 1.65 | 1.80 | 1.90 | 1.95 | 2.35 | 2.45 |
| Solid Center, in Sets—11 1/4, \$1.00 set; 15, \$3.55 set; 26, \$5.40 set; 35, \$7.90 set; 55 C, \$5.00 set. | | | | | | | | |
| Irwin, in Sets—58, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. | | | | | | | | |
| Russell Jennings, in Sets—4520 1/4, \$4.90 set; 4532 1/4, 4532 1/2 C, \$8.25 set; 4720 1/4, \$5.10 set. | | | | | | | | |
| BELLS —Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each. | | | | | | | | |
| BELLS —2 1/2-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each. | | | | | | | | |
| BEVELS —Sliding T—No. 18, 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 28, 6-in., 50c; 8-in., 55c; 10-in., 60c; 13-in., 65c; 14-in., 75c. | | | | | | | | |
| BLOCKS —Wood Tackle. | | | | | | | | |
| | Com. | Com. | Com. | Pat. | Pat. | Pat. | | |
| | Snagl. | Dbl. | Triple | Snagl. | Dbl. | Trpl. | | |
| 3-inch | .60 | \$1.45 | \$1.90 | \$1.30 | \$2.20 | \$2.20 | | |
| 4-inch | .95 | 1.75 | 2.35 | 1.80 | 2.50 | 2.60 | | |
| 5-inch | 1.00 | 1.90 | 2.50 | 1.40 | 2.80 | 2.85 | | |
| 6-inch | 1.20 | 2.20 | 2.30 | 1.65 | 3.15 | 4.35 | | |
| 7-inch | 1.45 | 2.65 | 2.85 | 1.65 | 3.65 | 5.50 | | |
| 8-inch | 1.80 | 3.10 | 4.65 | 2.50 | 4.50 | 6.60 | | |
| 10-inch | 3.00 | 4.90 | 6.85 | 3.85 | 6.80 | 9.25 | | |
| 12-inch | 4.85 | 8.25 | 11.70 | 5.80 | 10.00 | 14.50 | | |
| BLOCKS —Steel Tackle. | | | | | | | | |
| Size | | | | Single | Double | | | |
| 3-inch | | | | .90 | 1.50 | | | |
| 4-inch | | | | 1.00 | 1.85 | | | |
| 5-inch | | | | 1.10 | 2.00 | | | |
| 6-inch | | | | 1.25 | 2.25 | | | |
| 8-inch | | | | 1.85 | 3.25 | | | |
| 10-inch | | | | 3.00 | 5.00 | | | |
| BLOCKS —Wood Snatch. | | | | | | | | |
| 6-inch | | | | | \$3.00 | | | |
| 8-inch | | | | | 4.35 | | | |
| 10-inch | | | | | 6.85 | | | |
| 12-inch | | | | | 7.50 | | | |
| BLOWERS —No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. | | | | | | | | |
| BOARDS, IRONING | | | | | | | | |
| With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$3.00 each; No. 30, Springer, 54x18 in. sleeve board, \$2.75 each; No. 80, Springer, 54x18 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each. | | | | | | | | |
| Without Table (Skirt Boards)—4 foot, 75c each; 5 foot, \$1.00 each; 5 1/2 foot, \$1.25 each; 6 foot, \$1.50 each. | | | | | | | | |
| BOARDS, STOVE | | | | | | | | |
| Paper Lined—No. 45—18x18, 80c each; 24x24, 90c each; 26x26, \$1.00 each; 28x28, \$1.15 each; 30x30, \$1.35 each; 32x32, \$1.75 each; 36x36, \$2.00 each. No. 125—24x36, \$1.50 each; 26x30, \$1.60 each; 28x34, \$1.75 each; 30x38, \$2.00 each; 32x42, \$2.50 each. No. 200—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.15 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.75 each; 36x36, \$2.25 each. | | | | | | | | |
| Wood Lined—No. 80—24x24, \$1.50 each; 26x26, \$1.75 each; 28x28, \$2.00 each; 30x30, \$2.40 each; 32x32, \$3.00 each; 36x36, \$3.50 each. No. 90—24x36, \$2.00 each; 26x32, \$2.00 each; 28x34, \$2.50 each; 30x38, \$3.00 each; 32x42, \$3.50 each. | | | | | | | | |
| For future delivery, D 1/4% from above prices. | | | | | | | | |
| BOARDS, WASH —Toy No 815, 20c each; Single Zinc No. 820, 40c each; 980, 50c each; 988, 45c each; Double Zinc No. 934, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 968, 60c each. | | | | | | | | |
| BOLTS | | | | | | | | |
| Carriage—Contractors. | | | | | | | | |
| Small | | | | | | | | |
| Large | | | | | | | | |
| Machine—Plus 10% | | | | | | | | |
| Small | | | | | | | | |
| Large | | | | | | | | |
| Stove Bolts, 80% off List. | | | | | | | | |
| Stud | | | | | | | | |

BOLTS—

| | | | | | | | |
|--------------------------------|-----|----------|-----|---------|-----|---------|------|
| Common Carriage—2-16 & 1/4-in. | | 5-16-in. | | 1/2-in. | | 3/4-in. | |
| Dos. | 100 | Dos. | 100 | Dos. | 100 | Dos. | 100 |
| 1-1 1/2 | .20 | 1.00 | .25 | 1.40 | .30 | 1.90 | .55 |
| 2 | .20 | 1.10 | .25 | 1.52 | .30 | 2.08 | .55 |
| 2 1/2 | .20 | 1.20 | .30 | 1.64 | .35 | 2.22 | .60 |
| 3 | .20 | 1.30 | .30 | 1.76 | .35 | 2.38 | .60 |
| 3 1/2 | .25 | 1.40 | .30 | 1.88 | .40 | 2.54 | .65 |
| 4 | .25 | 1.50 | .30 | 2.00 | .40 | 2.70 | .70 |
| 4 1/2 | .25 | 1.60 | .35 | 2.12 | .45 | 2.86 | .75 |
| 5 | .25 | 1.70 | .35 | 2.24 | .45 | 3.02 | .80 |
| 5 1/2 | .30 | 1.80 | .40 | 2.36 | .50 | 3.18 | .85 |
| 6 | .30 | 1.90 | .40 | 2.48 | .50 | 3.34 | .85 |
| 6 1/2 | .35 | 2.15 | .45 | 2.60 | .55 | 3.50 | .90 |
| 7 | .35 | 2.40 | .45 | 2.88 | .60 | 4.10 | .95 |
| 7 1/2 | .40 | 2.75 | .50 | 3.24 | .65 | 4.52 | 1.00 |
| 8 | .40 | 3.05 | .50 | 3.37 | .65 | 4.54 | 1.05 |
| 8 1/2 | | | .55 | 3.51 | .70 | 4.72 | 1.10 |
| 9 | | | .55 | 3.65 | .75 | 4.90 | 1.15 |
| 9 1/2 | | | .60 | 3.79 | .80 | 5.08 | 1.20 |
| 10 | | | .60 | 3.92 | .80 | 5.27 | 1.25 |

BOLTS—

| | | | | | | | |
|------------------------------|-----|----------|------|---------|------|----------|------|
| Machine Square Head and Nut— | | 5-16-in. | | 1/2-in. | | 7-16-in. | |
| Dos. | 100 | Dos. | 100 | Dos. | 100 | Dos. | 100 |
| 1-1 1/2 | .25 | 1.70 | .30 | 2.00 | .35 | 2.40 | .40 |
| | | | .60 | 3.68 | .80 | 5.30 | 1.20 |
| | | | .30 | 2.12 | .35 | 2.56 | .45 |
| | | | .65 | 3.73 | .85 | 5.69 | 1.30 |
| | | | .70 | 4.10 | .90 | 5.89 | 1.40 |
| | | | .75 | 4.73 | 1.05 | 6.66 | 1.55 |
| | | | .40 | 2.60 | .45 | 3.20 | .60 |
| | | | .80 | 5.00 | 1.10 | 7.24 | 1.60 |
| | | | .45 | 2.75 | .50 | 3.40 | .65 |
| | | | .85 | 5.26 | 1.15 | 7.62 | 1.70 |
| | | | .45 | 2.90 | .50 | 3.59 | .70 |
| | | | .85 | 5.53 | 1.20 | 8.01 | 1.80 |
| | | | .50 | 3.02 | .55 | 3.75 | .70 |
| | | | .90 | 5.80 | 1.25 | 8.40 | 1.90 |
| | | | .50 | 3.14 | .60 | 3.91 | .75 |
| | | | .95 | 6.06 | 1.30 | 8.79 | 1.95 |
| | | | .55 | 3.27 | .65 | 4.07 | .80 |
| | | | 1.00 | 6.33 | 1.40 | 9.17 | 2.10 |
| | | | .55 | 3.39 | .65 | 4.24 | .85 |
| | | | 1.00 | 6.59 | 1.45 | 9.56 | 2.20 |
| | | | .60 | 3.63 | .70 | 4.59 | .90 |
| | | | 1.10 | 7.12 | 1.60 | 10.34 | 2.35 |
| | | | .75 | 4.90 | | | |
| | | | 1.15 | 7.65 | 1.75 | 11.12 | 2.50 |
| | | | .80 | 5.23 | | | |
| | | | 1.20 | 8.18 | 1.85 | 11.89 | 2.65 |
| | | | .85 | 5.55 | | | |
| | | | 1.30 | 8.71 | 1.95 | 12.67 | 2.80 |
| | | | .90 | 5.87 | | | |
| | | | 1.40 | 9.24 | 2.05 | 13.44 | 3.00 |
| | | | 1.50 | 9.77 | 2.20 | 14.22 | 3.20 |
| | | | 1.60 | 10.30 | 2.30 | 15.00 | 3.40 |
| | | | 1.70 | 10.83 | 2.40 | 15.77 | 3.60 |
| | | | 1.75 | 11.86 | 2.50 | 16.54 | 3.80 |

RETAIL SELLING PRICES—Continued.

BOTTLES—Vacuum.

Thermos. Universal.

| | | | | |
|--------|-------|--------|----|--------|
| 10 | ..... | \$1.75 | 61 | \$1.75 |
| 10q | ..... | 3.75 | 62 | 2.75 |
| 11 | ..... | 2.00 | 21 | 2.00 |
| 11q | ..... | 3.25 | 22 | 3.25 |
| 14 | ..... | 3.25 | 71 | 3.25 |
| 14q | ..... | 3.50 | 72 | 3.50 |
| 15 1/2 | ..... | 2.75 | 91 | 3.00 |
| 15 | ..... | 3.00 | 92 | 4.50 |
| 15q | ..... | 4.50 | 91 | 3.25 |
| 6 | ..... | 3.25 | 92 | 5.00 |
| 6q | ..... | 5.00 | | |

Fillers—Thermos and Universal.

| | | |
|-------------|----------|------------|
| 1/2 Pint | ..... | \$1.25 |
| 1 Pint | ..... | 1.50 |
| 1 Quart | ..... | 2.50 |
| Lunch Kits— | Thermos. | Universal. |
| 391 & 395 | ..... | \$3.00 |
| 392 & 396 | ..... | 3.25 |
| 393 & 397 | ..... | 3.50 |
| 394 & 398 | ..... | 4.25 |

BRACKETS—Shelf—

| Japanned— | Pair | B. P.— | Pair |
|-----------|-------|--------------------------|-------|
| 3x 4 | | 3x 4 | ..... |
| 4x 5 | | 4x 5 | ..... |
| 5x 7 | | 5x 7 | ..... |
| 6x 8 | | 6x 8 | ..... |
| 7x 9 | | 7x 9 | ..... |
| 8x10 | | 8x10 | ..... |
| 10x12 | | 10x12 | ..... |
| 12x14 | | 12x14 | ..... |
| 16x18 | | N.P. & O.O. same as B.P. | |

BRACES—

| | | | | | | |
|------|-------|--------|--------|--------|--------|--------|
| 6 | ..... | \$1.11 | 911 | 923 | 945 | 956 |
| 8 | ..... | \$3.35 | 3.85 | 3.25 | ..... | ..... |
| 10 | ..... | 3.50 | 3.00 | 3.50 | \$1.75 | \$.85 |
| 12 | ..... | 3.75 | 3.25 | 3.00 | 2.00 | 1.00 |
| 14 | ..... | 4.25 | 3.75 | 3.25 | ..... | ..... |
| 16 | ..... | 4.50 | ..... | ..... | ..... | ..... |
| 8 | ..... | ..... | 993 | 921 | 955 | ..... |
| 10 | ..... | ..... | 3.00 | 3.00 | ..... | ..... |
| 12 | ..... | ..... | 4.15 | 3.25 | 1.50 | ..... |
| 13 | ..... | ..... | ..... | 3.50 | 1.65 | ..... |
| PS&W | ..... | \$3.00 | \$3.25 | \$3.50 | \$3.75 | |

BOXES—Mitre—

| Goodell— | Each | Stanley— | Each |
|----------|-------|----------------------|-------|
| 285 | | 50 1/4 | ..... |
| 305 | | 246 | ..... |
| 306 | | 358 | ..... |
| | | 460 | ..... |
| Langdon— | Each | Star— | Each |
| 72 | | 40 | ..... |
| 73 | | 41 | ..... |
| 74 | | Stearns' Perfection— | ..... |
| 75 | | 20 | ..... |

BRADS—Wire.

| Bulk per lb. | 1/2-lb. pkgs. | 1/4-lb. pkgs. |
|-------------------|---------------|---------------|
| 1/2 & 3/4 inch | | |
| 3/4 to 1 1/4 inch | | |
| 1 1/4 to 2 inch | | |

BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10.

BREAD MAKERS—Universal—No. 2. each. \$2.25; No. 4. \$2.50; No. 8, \$3.50.

BRIGHT WIRE GOODS—

Gate Hooks and Eyes—

| 1 1/2 | 2 | 2 1/2 | 3 | 3 1/2 | 4 | 6 |
|-------|-------|-------|-------|-------|------|------|
| 40 | | 25 | ..... | 35 | 40 | 80 |
| 1040 | | 1.00 | 1.15 | 1.50 | 1.85 | 2.00 |

BROOMS—

| No. or Brand | Each | No. or Brand | Each |
|--------------|-------|--------------|-------|
| 0 Toy | | Pima | ..... |
| 00 Toy | | Nawajo | ..... |
| Astec | | Warehouse | ..... |
| Cortex | | 10 | ..... |
| Verde | | 125 | ..... |
| Union | | 229 | ..... |
| Apache | | 230 | ..... |

Push or Street

| | | | |
|-------|-------|-----|-------|
| 114 B | ..... | 252 | ..... |
| 116 B | ..... | 253 | ..... |
| 120 | ..... | 254 | ..... |
| 121 | ..... | 256 | ..... |
| 122 | ..... | 258 | ..... |
| 123 | ..... | 260 | ..... |

BRUSHES—

| No. or Brand | Each | No. or Brand | Each |
|--------------|-------|--------------|-------|
| 2 | | 7 | ..... |
| 3 | | 10 | ..... |
| 5 1/2 | | 15 | ..... |

Counter or Dusting

| | | | |
|----|-------|----|-------|
| 15 | ..... | 20 | ..... |
| 17 | ..... | 7 | ..... |

Floor or Garage

| | | | | |
|-----|-------|------|-----|-------|
| 12 | ..... | .85 | 220 | ..... |
| 14 | ..... | 1.10 | 224 | ..... |
| 16 | ..... | 1.35 | 812 | ..... |
| 112 | ..... | 1.40 | 314 | ..... |
| 114 | ..... | 1.65 | 316 | ..... |
| 116 | ..... | 1.80 | 614 | ..... |
| 214 | ..... | 1.20 | 616 | ..... |
| 216 | ..... | 1.65 | 618 | ..... |
| 218 | ..... | 1.90 | | |

Hand or Nail

| | | | | |
|-------------|-------|------|----------|-------|
| Daisy | ..... | .05 | Windsor | ..... |
| Collie | ..... | .85 | Shoo Fly | ..... |
| Hound | ..... | .50 | Wolf | ..... |
| Mastiff | ..... | .60 | 72 | ..... |
| Pointer | ..... | .40 | 73 | ..... |
| Spaniel | ..... | .85 | 78 P | ..... |
| St. Bernard | ..... | 1.00 | 800 | ..... |

Kalsomine

| | | | | |
|-----|-------|------|-----|-------|
| 240 | | 4.75 | 810 | |
|-----|-------|------|-----|-------|

Marking

| | | | | |
|---|-------|-----|---|-------|
| 1 | ..... | .10 | 4 | ..... |
| 2 | ..... | .10 | 5 | ..... |
| 3 | ..... | .10 | 6 | ..... |

Paint

| | | | | |
|------------|-------|-----|------------|-------|
| 151, 2 1/2 | ..... | .25 | 159, 3 1/2 | ..... |
| 151, 3 | ..... | .35 | 159, 4 | ..... |
| 151, 3 1/2 | ..... | .45 | 165, 2 | ..... |
| 151, 4 | ..... | .60 | 165, 2 1/2 | ..... |
| 155, 3 | ..... | .40 | 165, 4 | ..... |
| 155, 3 1/2 | ..... | .60 | 165, 4 1/2 | ..... |
| 155, 4 | ..... | .80 | 228, 3 1/2 | ..... |
| 155, 4 1/2 | ..... | .90 | 228, 4 | ..... |
| 159, 2 1/2 | ..... | .50 | 228, 4 1/2 | ..... |
| 159, 3 | ..... | .60 | | |

Roofing

| | | | | |
|-----|-------|------|-----|-------|
| 401 | | 1.25 | 404 | |
|-----|-------|------|-----|-------|

Sash

| | | | | |
|-------|-------|-----|-------|-------|
| 20, 2 | ..... | .15 | 20, 6 | ..... |
| 20, 4 | ..... | .15 | 20, 8 | ..... |

Scrub

| | | | | |
|-----------|-------|-----|---------|-------|
| Alligator | ..... | .35 | Monitor | ..... |
| Bird | ..... | .10 | Mouse | ..... |
| Boston | ..... | .25 | Rat | ..... |
| Cat | ..... | .25 | 501 | ..... |
| Cruiser | ..... | .25 | 510 | ..... |
| Duck | ..... | .30 | 512 | ..... |
| Gem | ..... | .15 | 601 | ..... |
| Goose | ..... | .25 | 604 | ..... |
| Hub | ..... | .30 | | |

Shoe

| | | | | |
|----|-------|-----|-----|-------|
| 00 | ..... | .20 | 22 | ..... |
| 2 | ..... | .15 | 38 | ..... |
| 14 | ..... | .30 | 214 | ..... |
| 21 | ..... | .20 | 608 | ..... |

Sink

| | | | | |
|-------|-------|-----|-----------|-------|
| Magic | ..... | .15 | 1 Pot (0) | ..... |
| Owl | ..... | .15 | | |

Shaving

| | | | | |
|-----|-------|------|------|-------|
| 124 | ..... | .80 | 349 | ..... |
| 125 | ..... | .75 | 350 | ..... |
| 126 | ..... | .85 | 357 | ..... |
| 221 | ..... | .90 | 371 | ..... |
| 222 | ..... | 1.25 | 491 | ..... |
| 250 | ..... | .40 | 492 | ..... |
| 252 | ..... | 2.75 | 493 | ..... |
| 260 | ..... | 2.00 | 500 | ..... |
| 275 | ..... | .25 | 2731 | ..... |
| 310 | ..... | .85 | 6870 | ..... |

Stencil

| | | | | |
|--------|-------|-----|---------|-------|
| 408, 4 | ..... | .20 | 408, 8 | ..... |
| 408, 6 | ..... | .25 | 408, 10 | ..... |

Window

| | | | | |
|----------------|-------|-----|----------------|-------|
| 00 | ..... | .75 | 1512, Squeegee | ..... |
| 8 | ..... | .60 | 1514, Squeegee | ..... |
| 7 | ..... | .85 | 1516, Squeegee | ..... |
| 1510, Squeegee | ..... | .30 | | |

BUCKETS—

| Common Galv. | Each | Stock— | Each |
|---------------|-------|------------|-------|
| 8 | | 14 | ..... |
| 10 | | 16 | ..... |
| 12 | | 18 | ..... |
| 14 | | 20 | ..... |
| 16 | | Well Galv. | ..... |
| Garbage Galv. | | 10 Qt. | ..... |
| 00 | | 12 Qt. | ..... |
| 02 | | Wood— | ..... |
| 03 | | Short ear | ..... |
| | | Strap ear | ..... |

CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25.

CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each, \$2.35.

CAPS—Roofing. Per lb., 20c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

RETAIL SELLING PRICES—Continued.

| CATCHES— | | Cupboard | |
|--|---------|----------------------|---------|
| No. or Brand | Each | No. or Brand | Each |
| 024 | .10 | 4112, SR, SHA, KF, E | .10 |
| 329, R, EA, E | .05 | 8002, EA, SHA, E | .25 |
| 4002, R, EA, HA | .10 | 9400, R, EA | .05 |
| 4002, SR, SHA, KF, E | .10 | 9400, SHA, E | .05 |
| 4112, R, EA, HA | .10 | | |
| | | Elbow | |
| 10 | .05 | 15 | .15 |
| 12 | .10 | 18 | .05 |
| | | Forgs | |
| 85 F | .05 | 12 F | .20 |
| 11 F | .10 | | |
| | | French Window | |
| 2103 | .10 | 4102, SR, SHA, KF, E | .15 |
| 4102, R, EA, HA | .15 | | |
| | | Friction Cabinet | |
| 01820%, EA | .15 | 01820%, SHA, E | .20 |
| | | Screen | |
| 21 | .20 | R 25 | .20 |
| J 25 | .20 | E 25 | .25 |
| | | Show Case | |
| 1 | .25 | 24 | .45 |
| | | Transom | |
| 3278 1/4 | .85 | 4442 1/4, SH, KF, E | .25 |
| 4438, R, EA, KF | .25 | 4633, R, EA | .50 |
| 4438, SHA, E | .25 | 4633, SHA, KF, E | .60 |
| 4438 1/4, R, EA, KF | .25 | 8433, EA | .75 |
| 4438 1/4, SHA, E | .25 | 8433, E | .75 |
| 4438 1/4, R, EA | .25 | 8433 1/4, EA | .75 |
| 4438 1/4, SHA, KF | .30 | 8433 1/4, SHA, E | .75 |
| 4442, R, EA | .25 | 8442 1/4, EA | .65 |
| 4442, SHA, KF, E | .25 | 8442 1/4, SHA, E | .65 |
| 4442 1/4, R, EA | .25 | | |
| CHAINS— | | Tire—Weeds' | |
| Size | Pair | Size | Pair |
| 2 1/2 x 28 | \$8.50 | 4 1/2 x 30 | 8.50 |
| 2 1/2 x 30 | 8.75 | 4 1/2 x 32 | 7.00 |
| 3 x 28 | 4.00 | 4 1/2 x 33 | 7.50 |
| 3 x 30 | 4.50 | 4 1/2 x 34 | 7.50 |
| 3 x 32 | 5.00 | 4 1/2 x 35 | 8.00 |
| 3 x 34 | 5.50 | 4 1/2 x 36 | 8.50 |
| 3 x 36 | 6.00 | 4 1/2 x 37 | 8.75 |
| 3 1/2 x 28 | 4.50 | 4 1/2 x 38 | 9.50 |
| 3 1/2 x 30 | 5.00 | 4 1/2 x 40 | 11.00 |
| 3 1/2 x 32 | 5.50 | 5 x 34 | 8.50 |
| 3 1/2 x 34 | 6.00 | 5 x 35 | 9.00 |
| 3 1/2 x 36 | 6.50 | 5 x 36 | 9.00 |
| 4 x 30 | 5.50 | 5 x 37 | 9.75 |
| 4 x 31 | 6.00 | 5 x 38 | 10.50 |
| 4 x 32 | 6.00 | 5 x 39 | 11.25 |
| 4 x 33 | 6.50 | 5 x 40 | 12.00 |
| 4 x 34 | 7.00 | 5 1/2 x 36 | 12.00 |
| 4 x 35 | 7.50 | 5 1/2 x 37 | 13.00 |
| 4 x 36 | 7.50 | 5 1/2 x 38 | 14.00 |
| 4 x 37 | 8.00 | 6 x 38 | 14.00 |
| 4 x 40 | 10.00 | 6 x 40 | 15.00 |
| CHAIN—German Straight Link (coil)— | | | |
| 6-0, 15c ft.; 5-0, 12 1/2 c ft.; 4-0, 10c ft.; 3-0, 8c ft.; 2-0, 7 1/2 c ft.; 0, 7c ft.; 1, 6c ft.; 2, 5c ft. | | | |
| Norway Straight Link (coil)— | | | |
| 1/4, 20c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 18c lb. | | | |
| Passing Link (coil)— | | | |
| 4-0, 12c ft.; 3-0, 11c lb.; 2-0, 10c lb. | | | |
| Coil Proof Straight Link— | | | |
| 3-16 Black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 3/4, 20c lb.; 7-16, 18c lb.; 1/2, 16c lb.; 1/4, 15c lb.; 1/2, 15c lb. | | | |
| Proof Twisted Link (coil)— | | | |
| 3-16 Black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 3/4, 20c lb.; 7-16, 18c lb. | | | |
| Coil B. B. Proof Straight Link— | | | |
| 5-16, 25c lb.; 1/4, 22c lb.; 3/4, 20c lb.; 1/2, 18c lb.; 1/4, 18c lb. | | | |
| Twisted Machine Coppered (coil)— | | | |
| 4-0, 16c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 14c ft. | | | |
| Jack— | | | |
| 20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12c yd.; 8 Iron, 15c yd.; 120 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 15c yd.; 114 brass, 20c yd.; 118 brass, 25c yd.; 112 brass, 30c yd.; 110 brass, 45c yd. | | | |
| Safety Brass and Nickel Plated— | | | |
| 0 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd. | | | |
| Sash— | | | |
| 01 Copper Plated, 3c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 2 1/2 c ft.; 10 Cable, 25c ft.; 56 Universal, 5c ft. | | | |
| Sash Chain Fasteners— | | | |
| 12, Set U., 15c set; 100, Set CB, 25c set. | | | |
| CHALK— | | | |
| Carpenters, per piece, 2 1/2 c. School Crayon, per gross 50c; 6 for 5c. | | | |
| CHALK LINE— | | | |
| Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 820, 5c. 50-ft. bal. size 150, each 10c; size 250, each 10c; size 850, each 10c. | | | |
| CHECKS— | | | |
| Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$5.50; C-18, \$6.30; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each. | | | |
| CHISELS (CARPENTERS)— | | | |
| Buck Bros., Socket Firmer, No. 88, 1/4-inch plain, 55c each; 1/4-inch, 60c each; 1/2-inch, 65c each; 3/4-inch, 70c each; 1/2-inch, 75c each; 1/4-inch, 80c each; 1/2-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.15 each; 1 3/4-inch, \$1.25 each; 2-inch, \$1.35 each. No. 86, 1/4-inch beveled, 75c each; 1/2-inch, 75c each; 3/4-inch, 80c each; 1-inch, 85c each; 1 1/4-inch, 90c each; 1 1/2-inch, 95c each; 1 3/4-inch, \$1.00 each; 1-inch, \$1.10 each; 1 1/4-inch, \$1.20 each; 1 1/2-inch, \$1.35 each; 1 3/4-inch, \$1.50 each; 2-inch, \$1.75 each. | | | |
| Buck Bros., Socket Framing, No. 56, 1/4-inch, 80c each; 1/2-inch, 85c each; 3/4-inch, 90c each; 1-inch, 95c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.05 each; 1-inch, \$1.10 each; 1 1/4-inch, \$1.25 each; 1 1/2-inch, \$1.40 each; 1 3/4-inch, \$1.50 each; 2-inch, \$1.65 each. | | | |
| Buck Bros., Tanged Butt, No. 4, 1 1/4-inch, \$1.25 each; 1 1/2-inch, \$1.30 each; 1 3/4-inch, \$1.75 each; 2-inch, \$1.90 each. | | | |
| Buck Bros., Tanged Turning, No. 21, 1/4-inch, 45c each; 1/2-inch, 50c each; 3/4-inch, 55c each; 1-inch, 60c each; 1 1/4-inch, 70c each; 1/2-inch, 75c each; 3/4-inch, 80c each; 1-inch, 90c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.80 each; 1 3/4-inch, \$1.60 each; 2-inch, \$1.80 each. | | | |
| Everlasting, Pocket, No. 40E, 1/4-inch, 80c each; 1/2-inch, 85c each; 3/4-inch, 90c each; 1-inch, 95c each; 1 1/4-inch, \$1.00 each; 1 1/2-inch, \$1.10 each; 1-inch, \$1.15 each; 1 1/4-inch, \$1.20 each; 1 1/2-inch, \$1.30 each; 1 3/4-inch, \$1.40 each; 2-inch, \$1.60 each. | | | |
| Cape, No. 150 (50), 1/4-inch, 25c each; 3-16 inch, 25c each; 1/2-inch, 35c each; 5-16 inch, 35c each; 3/4-inch, 35c each; 1/2-inch, 40c each; 1/4-inch, 40c each; 1/2-inch, 50c each. | | | |
| Diamond Point, No. 55 (155), 1/4-inch, 35c each; 5-16 inch, 35c each; 3/4-inch, 40c each; 1/2-inch, 50c each. | | | |
| Regular or Common Taper, No. 40, 1/4-inch, 10c each; 5-16 inch, 10c each; 3/4-inch, 15c each; 1/2-inch, 15c each; 1/4-inch, 20c each; 1/2-inch, 30c each; 3/4-inch, 40c each; 1-inch, 50c each. | | | |
| Chrome Nickel Black, No. 46 H (145), 1/4-inch, 15c each; 5-16 inch, 20c each; 3/4-inch, 20c each; 1/2-inch, 25c each; 1/4-inch, 30c each; 1/2-inch, 40c each; 3/4-inch, 55c each; 1-inch, 70c each. | | | |
| Chrome Nickel Polished, No. 56 H (607), 1/4-inch, 20c each; 5-16 inch, 20c each; 3/4-inch, 25c each; 1/2-inch, 30c each; 1/4-inch, 40c each; 1/2-inch, 50c each; 3/4-inch, 65c each; 1-inch, 85c each. | | | |
| CHOPPERS—Meat and Food— | | | |
| Universal— | | Enterprise— | |
| 0 | \$1.50 | 5 | \$2.50 |
| 1 | 1.85 | 10 | 4.25 |
| 2 | 2.35 | 501 | 1.25 |
| 3 | 3.00 | 602 | 1.50 |
| CHURNS— | | | |
| Barrel, No. 0, \$5.40 each; 1, \$6.10 each; 2, \$6.85 each; 3, \$7.65 each; 4, \$9.80 each; 5, \$11.50 each. | | | |
| Glass, Daxey (Churns), No. 10, \$1.50; 20, \$2.00; 30, \$2.85; 40, \$3.20. Glass, Daxey (Jars), No. 10, 45c; 20, 80c; 30, \$1.05; 40, \$1.30. | | | |
| Tin, without Dasher, 1 1/2-gallon, \$1.50 each; 2-gallon, \$1.55 each; 3-gallon, \$1.60 each; 4-gallon, \$1.75 each; 5-gallon, \$1.85 each. | | | |
| Dashers Only, No. 40, 15c each. | | | |
| CLAMPS— | | | |
| Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.30 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00 each; 64, \$2.65 each; 65, \$3.50 each. | | | |
| Quilt Frame, No. 1, 10c each; 3, 15c each; 32, 10c each; 38, 15c each. | | | |
| CLEANERS— | | | |
| Window— | | Wood Floor— | |
| 10-inch | \$.25 | 16-inch | \$.40 |
| 12-inch | .30 | 18-inch | .45 |
| 14-inch | .35 | 16-inch | .50 |
| CLEAVISES— | | | |
| Malleable, 15c lb. | | | |
| CLIPS— | | | |
| Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c; 1/2, 15c; 3/4, 20c; 1, 30c; 1 1/4, 35c; 1 1/2, 45c. | | | |
| CLIPPERS— | | | |
| Bolt— | | Extra Cutters | |
| New Easy— | | | |
| No. 0 | \$3.50 | No. 0 | \$2.00 |
| No. 1 | 4.50 | No. 1 | 2.25 |
| No. 2 | 6.25 | No. 2 | 3.00 |
| No. 3 | 8.00 | No. 3 | 8.75 |
| O. K.— | | | |
| 10-inch | 1.50 | | |
| 14-inch | 1.75 | | |
| CLOCKS (ALARM)— | | | |
| Ace, \$2.50 each; America, \$1.25; Automatic, \$3.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.35; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.35; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$3.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. | | | |
| CLOTH— | | | |
| Emery, Nos. 00 to 2 1/4, 10c straight; No. 8, 15c, 2 for 25c. Carborundum or Aloxit—Nos. FF-90, 10c straight. | | | |
| CLOTH, WIRE— | | | |
| Screen, 12 M, black, 3 1/4 c sq. ft.; 16 M, black, 5c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 4 1/4 c sq. ft.; 16 M, galvanized, 5c sq. ft.; 14 M, Opal, 5c sq. ft.; 16 M, Opal, 5c sq. ft. | | | |
| COAL— | | | |
| Blacksmith— | | | |
| Catch weight sacks, per 100 lbs. | \$1.85 | | |
| Per 125-lb. sack | 2.25 | | |
| COAL CHUTES— | | | |
| Hercules— | | | |
| No. 1, 16x18 | \$18.00 | No. 5, 20x24 | \$17.50 |
| No. 2, 18x20 | 15.00 | No. 6, 16x18 | 14.50 |
| No. 3, 20x24 | 20.00 | No. 7, 20x24 | 17.50 |
| No. 4, 16x18 | 11.00 | No. 8, 18x24 | 28.00 |

| COLORS—Dry— | | Lb. | | Blacksmiths' Round Shank | |
|---|-------|------|--------------------|-------------------------------|-------------------|
| Lamp Black | | .35 | Van Dyke | | .18 |
| Ivory Drop Black | | .35 | Chrome Green | | .35 |
| Prussian Blue | | .85 | Chrome Yellow | | .25 |
| Ultra Blue | | .50 | Ochre Golden | | .10 |
| Umber Raw | | .15 | Ochre Yellow | | .04 |
| Umber Burnt | | .15 | Venetian | | .04 |
| Sienna Raw | | .15 | Indian Red | | .15 |
| Sienna Burnt | | .15 | | | |
| COLORS—In Oil— | | Lb. | | Square Ratchet Shank | |
| Black—Eng Coach lb. | | .50 | Red—Amer Verm. lb. | | .60 |
| Ivory Drop, lb. | | .40 | Eng. Verm. ½ lb. | | 1.40 |
| Lamp, lb. | | .45 | Eng. Verm. 1 lb. | | 2.80 |
| Blue—Prussian ¼ lb. | | .40 | Tuscan | | .45 |
| ¼ lb. | | .65 | Indian | | .30 |
| 1 lb. | | 1.25 | Venetian | | .35 |
| Ultramar ¼ lb. | | .20 | Rose Pink | | .60 |
| ¼ lb. | | .35 | Rose Lake | | 1.05 |
| 1 lb. | | .60 | Dutch Pink | | .75 |
| Cobalt 1 lb. | | .80 | Carmine | | 1.40 |
| Brown—R&B Sienna 1 | | .40 | Turkey | | 1.70 |
| Umber 1 lb. | | .40 | Para | | 1.80 |
| Van Dyke 1 lb. | | .50 | Yellow—Chrome lb. | | .50 |
| Green—Chrome 1 lb. | | .40 | Ochre—Golden lb. | | .35 |
| | | | Yellow, 1 lb. | | .25 |
| COPPER—Sheet, 75c lb. | | | | Straight Shank | |
| CORD (SASH)—Samson Spot (Hanks), No. 6 S, \$1.65 hank; | | | | C 108 | C 109 |
| 7 S, \$2.20 hank; 8 S, 8 SC, \$2.75 hank; 10 S, 10 SC, \$4.40 | | | | M 105 | M 106 |
| hank; 12 S, 12 SC, \$6.05 hank; WP 12 SC (coils), \$1.10 lb. | | | | M 380 | M 382 |
| Phoenix (coils only)—No. 6 C, 80c lb.; 7 C, 80c; 8 C, 80c; | | | | S 105 | S 106 |
| 10 C, 80c; 12 C, 80c; 14 C, 16 C, WP 8 C, 80c. | | | | C 108 A | C 110 |
| Union (hanks)—No. 6, \$1.30 hank; 7, \$1.50 hank; 8, \$2.00 | | | | M 107 | M 104 |
| hank; 10, \$2.95 hank; 12, \$3.95 hank. | | | | M 340 | M 814 |
| COTTERS—Hammer Lock or Regular Spring. | | | | S 107 | S 104 B |
| | | | | Taper Shank | |
| | | | | C 106 | Open M 302 |
| | | | | M 103 | Open S 104 |
| | | | | Blts. Wood (Syracuse Pattern) | |
| | | | | C 114 A, S 109 A— | C 114 A, S 109 A— |
| | | | | 2 | .35 |
| | | | | 3 | .25 |
| | | | | 4 | .25 |
| | | | | 5 | .25 |
| | | | | 6 | .25 |
| | | | | 7 | .20 |
| | | | | 8 | .25 |
| | | | | 9 | .45 |
| | | | | 10 | .45 |
| | | | | 11 | .50 |
| | | | | Bit Stock | |
| | | | | C 114, M 109 or M | C 114, M 109 or M |
| | | | | 390, and S 108— | 390, and S 108— |
| | | | | 1-16 | 15-32 |
| | | | | 3-32 | ¼ |
| | | | | ¼ | 17-32 |
| | | | | 5-32 | 9-16 |
| | | | | 3-16 | 19-32 |
| | | | | 7-32 | ½ |
| | | | | ¼ | 11-16 |
| | | | | 9-32 | 18-16 |
| | | | | 5-16 | ¾ |
| </ | | | | | |

RETAIL SELLING PRICES—Continued.

FASTENERS—Continued.

10c; 800 R. EA. SHA. KF. E, 10c; 1831½ F, 95c; 33131 R. EA, 15c; 33131 KF. SHA. E, 20c.

FAUCETS—Cork Lined—

7-inch each.....\$.15 9-inch each......25

FELT—Deadening, Size Roll, % lb., \$3.00; 1-lb., \$4.00; 1½-lb., \$6.00. Tarred, 250-ft. roll, \$1.35 each; 500-ft. roll, \$2.60 each.

FIGURES AND LETTERS (STEEL)—

| Figures | | | Letters | | |
|----------------|-------|------|----------------|--------|------|
| | Set | Each | | Set | Each |
| ¼ inch..... | .65 | .15 | ¼ inch..... | \$1.90 | .15 |
| 3-16 inch..... | .85 | .15 | 3-16 inch..... | 2.60 | .15 |
| ½ inch..... | 1.00 | .15 | ½ inch..... | 3.25 | .15 |
| 5-16 inch..... | 1.75 | .85 | 5-16 inch..... | 4.90 | .85 |
| ¾ inch..... | 2.50 | .45 | ¾ inch..... | 7.00 | .45 |
| 1 inch..... | 4.25 | .75 | 1 inch..... | 12.75 | .65 |
| 1½ inch..... | 14.00 | 1.65 | | | |
| 2 inch..... | 20.00 | 2.60 | | | |

FILES—Band saw, 4 inches long, 15c each; 6, 20c; 8, 35c; 10, 45c. Knife, 3¼-4½, 30c; 4, 80c; 5, 85c; 6, 40c; 8, 50c; 10, 60c. Regular taper, 3¼-4½, 15c; 4, 15c; 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 50c. Slim taper, 3¼-4½, 15c; 4, 15c; 4½, 15c; 5, 15c; 5½, 20c; 6, 20c; 8, 30c; 10, 40c. Warding, 3¼-4½, 25c; 4, 25c; 5, 25c; 6, 30c; 8, 40c. Flat bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 40c; 12, 40c; 14, 75c; 16, \$1.20. Half round bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 75c; 14, 85c; 16, \$1.15. Mill bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 35c; 14, 60c; 16, 80c. Round bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 35c; 12, 40c; 14, 60c; 16, 80c. Square bastard, 3-4, 20c; 5, 25c; 6, 25c; 8, 30c; 10, 45c; 12, 60c; 14, 80c; 16, \$1.00.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 35c. Extra Cranks, 25c.

FLASHLIGHTS—Ever-ready—Complete

| | | | |
|--------------------|------|--------------------|------|
| No. 6961 each..... | .75 | No. 2619 each..... | 1.70 |
| No. 6962 each..... | 1.00 | No. 2616 each..... | 1.50 |
| No. 1991 each..... | 1.25 | No. 2630 each..... | 1.25 |
| No. 2604 each..... | 1.20 | No. 2633 each..... | 2.40 |
| No. 2631 each..... | 1.50 | No. 2634 each..... | 2.00 |
| No. 2632 each..... | 1.75 | No. 2659 each..... | 3.00 |

Kwik-lite Flashlights, Complete with Battery—
Fibre Tubulars
No. 5320 Baby 2-cell.....\$1.00
5321 Reg. 2-cell.....1.20
5322 Reg. 3-cell.....1.40
5323 Miners' 2-cell.....1.50
5331 Miners' 3-cell.....1.70
Metal Tubulars
6240 Baby 2-cell.....1.25

Kwik-lite Seamless Cell Flashlight Batteries—
No. 1203 2-cell Baby Tubular.....\$.80
No. 1202 2-cell Reg. Tubular......80
No. 1801 3-cell Reg. Tubular......40
No. 1204 2-cell Penlite......25
No. 1206 2-cell Vest Pocket......30
No. 1207 2-cell Vest Pocket......30
No. 1808 3-cell Vest Pocket......35
No. 1809 3-cell Coat Pocket......35

FLATTERS—Blacksmith—2-in., \$1.25; 3½-in., \$1.65; 3-in., \$2.00; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—

| Arctic | | White Mountain | |
|--------|--------|----------------|--------|
| No. | Each | No. | Each |
| 1..... | \$2.85 | 6..... | \$5.00 |
| 2..... | 2.75 | 8..... | 6.50 |
| 3..... | 3.35 | 30 (Toy)..... | 1.95 |
| 4..... | 4.00 | | |

| White Mountain | |
|----------------|------|
| No. | Each |
| 10..... | 2.85 |
| 12..... | 3.50 |
| 18..... | 4.20 |
| 14..... | 5.06 |
| 16..... | 6.40 |

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.35; 14-in., \$1.85; 16-in., \$1.50.

FURNACES—(See Pots)

GALVANIZED WARE—

Boilers, Coffee—

| No. | Each |
|-----------|--------|
| 801½..... | \$.90 |
| 802..... | 1.00 |
| 803..... | 1.65 |
| 804..... | 1.85 |
| 806..... | \$2.00 |
| 808..... | 2.25 |
| 810..... | 2.75 |
| 812..... | 3.25 |

Boilers, Wash—

| No. | Each |
|------------|------|
| 407 A..... | 2.25 |
| 408 A..... | 2.50 |

| No. | Each |
|----------------|------|
| 409 A..... | 2.65 |
| Bowls, Wash— | |
| 70..... | .25 |
| 80..... | .35 |
| Buckets, Fire— | |
| 112..... | .95 |
| 114..... | 1.00 |
| 114..... | 1.15 |
| Buckets, Well— | |
| 101..... | .80 |
| 121..... | .90 |
| 141..... | 1.10 |

Cans, Ash—

| | |
|---------|------|
| 2½..... | 3.75 |
| 3..... | 4.50 |
| 4..... | 5.50 |
| 5..... | 6.75 |

Cans, Garbage—

| | |
|----------|------|
| 16..... | 5.00 |
| 200..... | .90 |
| 300..... | 1.10 |
| 400..... | 1.40 |
| 500..... | 1.60 |
| 600..... | 2.00 |
| 700..... | 2.25 |
| 800..... | 5.25 |
| 900..... | 6.25 |

Cans, Gasoline—

| | |
|--------------|------|
| 1 P & B..... | 3.85 |
| 110..... | .60 |
| 255..... | 1.65 |
| 605..... | 1.65 |

Cans, Oil—

| | |
|----------|------|
| 01..... | .50 |
| 02..... | .75 |
| 25..... | 1.65 |
| 105..... | 1.35 |
| 205..... | 1.50 |

Dippers—

| | |
|-------------|-----|
| 210..... | .30 |
| Hods, Coal— | |
| 616..... | .90 |
| 617..... | .95 |

Kettles, Camp—

| | |
|----------------|------|
| 1 Gallon..... | .50 |
| 1½ Gallon..... | .70 |
| 2 Gallon..... | .85 |
| 3 Gallon..... | 1.00 |
| 4 Gallon..... | 1.15 |

Pails, Cement—

| | |
|-----------------|------|
| 140..... | 1.75 |
| 1140..... | 2.10 |
| Pails, Chamber— | |
| 410..... | .90 |
| 412..... | 1.00 |

GARBAGE CANS—(See Cans)

GATES—Molasses—

| | Stebbins | Perf. |
|--------|----------|---------|
| 2..... | .45 | \$.90 |
| 3..... | .50 | 1.00 |
| 4..... | .60 | 1½ 1.25 |
| 5..... | .65 | 1½ 1.40 |
| 6..... | .75 | 2 1.85 |

GAUGES—Butt—

| | | | |
|-------------|--------|--------------|------|
| No. 93..... | \$1.15 | No. 95..... | 1.25 |
| No. 94..... | 1.35 | No. 95½..... | 1.00 |
| Marking | | No. 90..... | .50 |
| No. 61..... | .15 | No. 91..... | .90 |
| No. 64..... | .35 | No. 92..... | 1.50 |
| No. 65..... | .75 | No. 97..... | .75 |
| No. 77..... | 1.00 | No. 98..... | 1.00 |
| No. 71..... | .55 | | |

GLASSES—

| Ground Level— | | Proved Level— | |
|---------------|--------|---------------|--------|
| 1½..... | \$.50 | 1½..... | \$.10 |
| 2..... | .60 | 2..... | .10 |
| 2½..... | .65 | 2½..... | .15 |
| 3..... | .70 | 3..... | .15 |
| 3½..... | .75 | 3½..... | .20 |

Gauge Glasses 40% off list.

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony,

30c; 2 Plain, 20c; 2 Bullseye, 35c; 2 Ruby, 40c.

Railroad—No. 39 Clear, 15c each; 39 Green or Red, 30c.

Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c;

4-0 Bullseye, 35c; 5-0 Wizard, 20c; 6-0, 20c each

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; OX, 45c lb.; D,

35c lb.; GX, 50c lb.; LXX, 45c lb.

Liquid

| | 1 oz. | ¼ pt. | ½ pt. | ¾ pt. | 1 pt. | 1 qt. | ½ gal. |
|----------------|-----------|-------|-------|-------|-------|-------|--------|
| Imperial— | | | | | | | |
| List..... | Dox. 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 | 21.00 |
| Sug. Ret..Each | .10 | .30 | .25 | .40 | .65 | 1.00 | 1.75 |

Le Pages—

| | 1 oz. | 2 oz. | ¼ pt. | ½ pt. | ¾ pt. | 1 pt. | 1 qt. |
|----------------|-----------|-------|-------|-------|-------|-------|-------|
| List..... | Dox. 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret..Each | .15 | .15 | .20 | .25 | .40 | .65 | 1.00 |

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 020, 7-inch, \$2.00 each; 8-inch,

\$2.50; 10-inch, \$2.85; 12-inch, \$3.25. Loose, 15 to 40 lbs.,

\$5.00 cwt.; 40 to 200, \$4.75; over 200, \$5.00. Mounted,

No. 710, 1-inch \$7.00 each, 2 \$7.50, 3 \$8.00; 04, \$8.50;

05, \$7.00; 015, \$12.50; 025, \$9.00. Fixtures, 15-inch, \$1.00

Set; 17, \$1.25; 19, \$1.50.

HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.;

9-in., 10c each, 85c doz.; 10-in., 10c each, \$1.00 doz.;

11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz.

Hand, Victor. All regular hand (including rail) blades—8-in.,

10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c

each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.

RETAIL SELLING PRICES—Continued.

HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 811½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 379, \$1.40; 770, \$1.75; 770½, \$1.40; 771, \$1.80; 772, \$1.20; 773, \$1.10; 774, \$1.00; 775, 90c; 776, 85c; 777, 80c; 778, 75c.

HANDLES—Adze, No. 320, House, 60c each; 321, Ship, 60c each.

Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each.

Axe, Broad, No. 815, 60c each.

Axe, Double Bit, No. 812, 60c each.

Axe, Single Bit, No. 101, 75c each; 102, 75c each; 103, 65c each; 201, 50c each; 302, 60c each; 401, 40c each; 502, 35c each; 602, 40c each; 505, Freighters, 50c each; 506, Boys, 30c each; 507, Boy Scout, 20c each; 00, Hunters, 15c each; 1, Hunters, 20c each.

Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 10c each; 617, 10c each; 620, 10c each; 621, 10c each.

Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 80c each; 01013, 30c each; 9854, 30c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.

Hammer, Adze Eye No. 11, 20c each; Adze Eye 13, 20c each; Adze Eye 15, 20c each; Adze Eye 19, 20c each; Adze Eye 111L, 15c each; Adze Eye 115L, 10c each; Adze Eye 124L, 10c each; Farriers 28, 20c each; Machinist 25, 14-inch, 20c each; Machinist 25, 16-inch, 20c each; Machinist 25, 18-inch, 20c each; Machinist 25, 20-inch, 20c each; Machinist 29, 16-inch, 20c each; Machinist 29, 18-inch, 20c each; Machinist 33, 18-inch; 20c each; Machinist 125, 14-inch, 10c each; Machinist 125, 16-inch, 10c each; Machinist 125, 18-inch, 10c each; Riveting 21, 12, 18 inch, 20c each.

Hatchet, Box No. 43, 13½-inch, 20c each; Broad 39, 16-inch, 25c each; Broad 39, 18-inch, 25c each; Broad 40, 16-inch, 20c each; Broad 40, 18-inch, 20c each; Claw 37, 14-inch, 20c each; Claw 137L, 14-inch, 20c each; Derrick 47, 18-inch, 20c each; Lath 45, 18-inch, 20c each; Shingling 35, 14-inch, 20c each.

Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 70c each; XRM, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 51½, 50c each; XP, 52, 60c each; XP, 52½, 60c each; XP, 52½, 70c each.

Maul, No. 335, 55c each; 336, 50c each.

Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 45c each; 627, Drifting, 40c each; 325, Surface, 75c each; 425, Surface, 40c each; 525, Surface, 60c each; 625, Surface, 40c each.

Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 3010, Plumb's, \$2.15; 3011, Plumb's, \$2.50.

Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, Philadelphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's, \$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.15; PTC, Philadelphia, \$1.25; PTC 3, Philadelphia, \$1.45; 98, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.50.

Derrick—No. 582, Plumb's, \$2.00 each.

Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50.

Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50; 2962, \$1.50; 2963, \$1.50.

Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50.

Shingling, No. PST 1, Philadelphia, \$1.10 each; PTS 2, Philadelphia, \$1.15; PTS 3, Philadelphia, \$1.25; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 593, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.50.

Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c.

Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.

HINGES & BUTTS (Screws Included)—

| | |
|-----------------------------|-----------------------------|
| No. 900 Lt. Strap Hinges. | No. 733. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 3-inch \$.20 \$ 1.75 | 2½x2½-in. ... \$.40 \$.45 |
| 4-inch ..... .35 2.10 | 3x3-in. .... .40 .45 |
| 5-inch ..... .30 2.15 | 3½x3½-in. ... .40 .45 |
| 6-inch ..... .35 2.90 | 4x4-in. .... .50 .55 |

| | |
|-----------------------------|-----------------------------|
| No. 985 Cor. Strap Hgs. | No. 241 F&D2. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 4-inch \$.25 \$ 2.40 | 2½x2½-in. ... \$.40 \$.45 |
| 5-inch ..... .35 3.75 | 3x3-in. .... .40 .45 |
| 6-inch ..... .40 4.00 | 3½x3½-in. ... .40 .45 |
| 8-inch ..... .60 5.60 | 4x4-in. .... .55 .65 |
| 10-inch ..... .90 9.50 | 4½x4½-in. ... .80 .95 |
| 12-inch 1.35 18.00 | 5x5-in. 1.00 1.10 |

| | |
|-----------------------------|-----------------------------|
| No. 904 Lt. Tee Hinges. | No. 241 SF 2. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 3-inch \$.15 \$ 1.75 | 2½x2½-in. ... \$.45 \$.50 |
| 4-inch ..... .30 1.90 | 3x3-in. .... .45 .50 |
| 5-inch ..... .20 2.10 | 3½x3½-in. ... .50 .55 |
| 6-inch ..... .25 2.40 | 4x4-in. .... .60 .65 |

| | |
|-----------------------------|-----------------------------|
| No. 937 Cor. Tee Hinges. | No. 241 H&N. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 4-inch \$.35 \$ 3.00 | 2½x2½-in. ... \$.50 \$.55 |
| 5-inch ..... .40 3.40 | 3x3-in. .... .50 .55 |
| 6-inch ..... .60 5.00 | 3½x3½-in. ... .55 .60 |
| 8-inch ..... .75 8.00 | 4x4-in. .... .65 .75 |
| 10-inch 1.20 12.75 | 4½x4½-in. ... 1.00 1.00 |
| 12-inch 1.75 17.00 | 5x5-in. 1.10 1.20 |

| | |
|----------------------------|---------------------------|
| No. 938 Butts. | No. 160 F&D2. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| ¾-inch \$.10 \$.75 | 2½-in. \$.40 \$.50 |
| 1-inch ..... .10 .85 | 3-in. .... .45 .55 |
| 1¼-inch ..... .10 .95 | 3½-in. .... .55 .65 |
| 1½-inch 1.05 | 4-in. .... .70 .80 |
| 1¾-inch 1.20 | 4½-in. .... .95 1.05 |
| 2-inch 1.30 | |
| 2¼-inch 1.45 | |
| 2½-inch 1.60 | |
| 2¾-inch 1.85 | |
| 3-inch 2.15 | |
| 3½-inch 2.50 | |

| | |
|------------------------------|---------------------------|
| No. 340. | No. 160 N. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 1½-inch \$.15 \$ 1.45 | 2½-in. \$.45 \$.50 |
| 1¾-inch ..... .15 1.60 | 3-in. .... .50 .60 |
| 2-inch ..... .15 1.65 | 3½-in. .... .60 .70 |
| 2¼-inch ..... .20 1.80 | 4-in. .... .65 .75 |
| 2½-inch ..... .20 2.00 | 4½-in. 1.00 1.15 |
| 2¾-inch ..... .20 2.10 | |
| 3-inch ..... .25 2.20 | |

| | |
|-----------------------------|---------------------------|
| No. 731½. | No. 160 S F2. |
| Cont. Ret. | Pr. Ds. Pr. |
| 2½x2½-in. ... \$.40 \$.45 | 1½-in. \$.30 \$3.35 |
| 3x3-in. .... .40 .45 | 2-in. .... .35 3.65 |
| 3½x3½-in. ... .40 .45 | 2½-in. .... .40 4.00 |
| 4x4-in. .... .50 .55 | 3-in. .... .45 4.65 |
| 4½x4½-in. ... .75 .85 | |
| 5x5-in. .... .95 1.05 | |
| 5½x5½-in. ... 1.25 1.35 | |
| 6-in. .... .60 .70 | |
| 6½-in. .... .70 .80 | |
| 7-in. .... .90 1.00 | |

| | |
|---------------------------|---------------------------|
| No. 165 F&D2. | No. 165 N&SF2. |
| Cont. Ret. | Pr. Ds. Pr. |
| 1½-in. \$.35 \$.40 | 1½-in. \$.40 \$.45 |
| 2-in. .... .40 .45 | 2-in. .... .45 .50 |
| 2½-in. .... .45 .50 | 2½-in. .... .50 .55 |
| 3-in. .... .55 .65 | 3-in. .... .60 .70 |
| 3½-in. .... .65 .75 | 3½-in. .... .70 .80 |
| 4-in. .... .80 .95 | 4-in. .... .80 .90 |
| 4½-in. 1.20 1.35 | 4½-in. 1.20 1.30 |

| | |
|---------------------------|-------------------------|
| No. 295 F&D2. | No. 295 M. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 1½-in. \$.25 \$3.90 | 2x2 \$.40 \$4.60 |
| 2-in. .... .30 3.90 | 2½x2 ..... .45 4.75 |
| 2½-in. .... .30 3.85 | 2½x2½ ..... .45 4.90 |
| 3-in. .... .40 4.00 | 3x3 ..... .55 6.00 |

| | |
|---------------------------|-------------------------|
| No. 295 SF2. | No. 289 H. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 1½-in. \$.30 \$3.30 | 2x2 \$.30 \$3.35 |
| 2-in. .... .35 3.70 | 2½x2 ..... .40 4.25 |
| 2½-in. .... .35 4.00 | 2½x2½ ..... .40 4.40 |
| 3-in. .... .40 4.60 | 3x3 ..... .50 5.00 |

| | |
|---------------------------|-----------------------------|
| No. 295 N. | 1480 F&D2 Hgs. |
| Pr. Ds. Pr. | Pr. Ds. Pr. |
| 1½-in. \$.30 \$3.30 | 1480 N ..... .40 4.25 |
| 2-in. .... .35 3.70 | 1481 F&D2 ..... .35 2.50 |
| 2½-in. .... .35 4.00 | 1481 SF2&N ..... .35 2.80 |
| 3-in. .... .40 4.60 | 1478 F&D2 ..... .35 2.50 |
| | 1478 SF2&N ..... .35 2.80 |
| | 1480 F&D2 ..... .35 2.20 |
| | 1480 SF2&N ..... .35 2.40 |
| | 1474 F&D2, 2 ..... .30 2.80 |
| | 1474 SF2, 1½ ..... .35 2.80 |
| | 1474 SF2, 2 ..... .35 3.60 |

RETAIL SELLING PRICES—Continued.

| HINGES—FLOOR— | | Set | | Set |
|-------------------------|-------|--------|---------------------|---------|
| Bommer, D 15 | ..... | \$1.50 | SHA, E, 3 1/2 | \$ 4.00 |
| R, EA, 315 | ..... | 1.60 | Rixon—7 | 10.50 |
| SHA, E, 265 | ..... | 1.75 | 8 | 11.00 |
| Chicago, R, EA, KF, 200 | ..... | 3.25 | 10 | 11.00 |
| SHA, E, 200 | ..... | 4.00 | 15 | 13.50 |
| R, EA, KF, 230 | ..... | 4.00 | 20 | 25.00 |
| SHA, E, 230 | ..... | 4.25 | 25 | 31.00 |
| Corbin—D, R, EA, 512 | ..... | 1.50 | 30 | 36.50 |
| SHA, E, 512 | ..... | 1.75 | 40 | 60.00 |
| Katz—R, EA, KF, 2 | ..... | 1.35 | Standard—R, EA, 450 | 6.35 |
| SHA, E, 2 | ..... | 1.50 | SHA, E, 450 | 7.00 |
| R, EA, KF, 3 | ..... | 8.25 | R, EA, 452 | 10.15 |
| SHA, E, 3 | ..... | 4.00 | SHA, 452 | 10.75 |
| R, EA, KF, 3 1/2 | ..... | 3.75 | | |

| HODS—Coal— | | | Open Galvanized | | |
|----------------|-------|--------|-----------------|-------|--------|
| Open Japanned— | | | | | |
| 15 | | \$.50 | 15 | ..... | \$ .75 |
| 16 | | .60 | 16 | ..... | .95 |
| 17 | | .70 | 17 | ..... | 1.10 |
| 18 | | .75 | 18 | ..... | 1.35 |
| 20 | | .90 | 20 | ..... | 1.50 |

| HOOKS—Bright. | | No. | Dos. | No. | Dos. |
|---------------|-------|-----|------|-------|------|
| 0 | ..... | .85 | 104 | ..... | .45 |
| 1 | ..... | .75 | 105 | ..... | .35 |
| 2 | ..... | .65 | 106 | ..... | .35 |
| 3 | ..... | .55 | 107 | ..... | .30 |
| 4 | ..... | .45 | 108 | ..... | .15 |
| 5 | ..... | .35 | 109 | ..... | .15 |
| 6 | ..... | .25 | 110 | ..... | .15 |
| 7 | ..... | .20 | 111 | ..... | .15 |
| 9 | ..... | .15 | 122 | ..... | .10 |
| 10 | ..... | .15 | 113 | ..... | .10 |
| 11 | ..... | .15 | 114 | ..... | .10 |
| 12 | ..... | .10 | | | |
| 13 | ..... | .10 | | | |
| 14 | ..... | .10 | | | |

| Gross—60% Discount from List. | | Brass No. 1412— | Dos. | 1 1/2, 2 for 5c | Dos. |
|-------------------------------|-------|-----------------|--------------|-----------------|------|
| 1/2 | ..... | .20 | 1 1/2 | ..... | .40 |
| 3/4 | ..... | .20 | 1 1/2 | ..... | .40 |
| 1 | ..... | .20 | 1 1/2 | ..... | .50 |
| 1 1/2 | ..... | .25 | 1 1/2 | ..... | .75 |
| 2 | ..... | .30 | 2, 2 for 15c | ..... | .35 |

| Brass Cup No. 181— | | Dos. | 1, 2 for 5c | Dos. |
|--------------------|-------|------|--------------|------|
| 1/2 | ..... | .30 | 1, 2 for 5c | .30 |
| 3/4 | ..... | .30 | 1 1/2 | .40 |
| 1 | ..... | .30 | 1 1/2 | .50 |
| 1 1/2 | ..... | .30 | 1 1/2 | .75 |
| 2 | ..... | .35 | 2, 2 for 15c | .85 |

HOSE COUPLINGS—Com. Size 1/2, each 20c; 3/4, 20c; 1, 20c.

| HOSE (GARDEN)— | |
|---|--|
| Coupled, 50 ft. lengths—Aster, 1/2 inch 21c foot, 3/4 inch 28c; | |
| Deluge, 1/2 inch 19c, 3/4 in. 21c; Delphos, 1/2 inch 18c; 3/4 inch 20c; | |
| Sierra, 1/2 inch 20c, 3/4 inch 22c; Simi, 1/2 inch 16c, 3/4 inch 18c; | |
| Solar Cotton, 1/2 inch 19c, 3/4 inch 21c; Summit, 1/2 inch 19c, | |
| 3/4 inch 21c; Ten Oes, 1/2 inch 16c, 3/4 inch 18c; | |
| Torrent, 1/2 inch 24c, 3/4 inch 26c; Union Arrow, plain, 1/2 inch 18c, | |
| 3/4 inch 20c; Union Arrow, WW, 1/2 inch 20c, 3/4 inch 22c; | |
| Whirlpool, 1/2 inch 19c, 3/4 inch 21c. | |
| Reel, Not Coupled, Endurah Ribbed, 1/2 inch 21c, 3/4 inch 23c; | |
| Eudurah Smooth, 1/2 inch 21c, 3/4 inch 23c; Goodrich | |
| Ribbed, 1/2 inch 22c, 3/4 inch 24c; North Star Ribbed, 1/2 inch 22c, | |
| 3/4 inch 24c; Rajah Ribbed, 1/2 inch 19c, 3/4 inch 21c; | |
| Rajah Smooth, 1/2 inch 19c, 3/4 inch 21c; Utility Ribbed, | |
| 1/2 inch 18c, 3/4 inch 20c; Utility Smooth, 1/2 inch 18c, 3/4 inch 20c. | |

| ICE TOOLS— | |
|------------------------------|--------------|
| No. 815 Plow, 8-in. |\$40.00 |
| No. 816 Plow, 10-in. |47.50 |
| No. 817 Plow, 12-in. |54.00 |
| No. 820 Plow, 8-in. |42.50 |
| No. 821 Plow, 10-in. |50.00 |
| No. 822 Plow, 12-in. |57.00 |
| No. 456 Splitting Chisel |4.75 |
| No. 495 |5.25 |
| No. 520 Ice Hooks, 4-ft. |1.25 |
| 4 1/2-ft. |1.40 |
| 5-ft. |1.50 |
| 6-ft. |1.65 |
| No. 1 Ice Tongs V & B |1.75 |
| No. 2 |2.00 |
| No. 3 |2.25 |
| No. 540, 18-inch |2.00 |
| 1 1/4-inch |2.15 |
| 1 1/2-inch |2.25 |
| Pond Ice Saws—Tiller Handle. | |
| 4 1/2-foot |5.75 |
| 5-foot |6.25 |
| 5 1/2-foot |6.75 |

| IRON—Bars Small Lots. | |
|----------------------------------|----------------------|
| (Cutting Extra) | |
| Common Bar |\$.06 lb. Base |
| Angle Iron, 1/2-inch |10 |
| Angle Iron, 3-16-inch |08 |
| Angle Iron, 1/4-inch and heavier |07 1/2 |
| Rd., sq. and sq. twisted— | |
| 1/4-inch and smaller |7.50 Base |

| | |
|-------------------|-----------|
| 5-16-inch |7.00 |
| 1/2 to 2 1/2-inch |6.50 |
| 3-inch and larger |7.50 |
| Flats, all sizes |6.50 |

IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set.

JACKS—Bell Bottom, Net List.
Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75.

KNIVES & FORKS—Iron Handled, \$1.35.

| Butcher— | | Each | No. | Each |
|----------|----|------|----------|--------|
| No. | | | | |
| 526 | 5 | .85 | 1500— 7 | \$1.25 |
| 526 | 5½ | .75 | 1500— 8 | 1.50 |
| 526 | 6 | .85 | 1910— 6 | .50 |
| 526 | 6½ | 1.05 | 1910— 7 | .60 |
| 526 | 8 | 1.50 | 1910— 8 | .75 |
| 526 | 9 | 1.90 | 2200— 6 | 1.00 |
| 526 | 10 | 2.35 | 2200— 7 | 1.35 |
| 526 | 7 | 1.25 | 2200— 8 | 1.60 |
| 526 | 12 | 3.35 | 3047— 6 | .60 |
| 526 | 14 | 4.00 | 3047— 6½ | .70 |
| 790 | 6 | 1.00 | 3047— 7 | .85 |
| 790 | 7 | 1.30 | 3047— 8 | 1.00 |
| 790 | 8 | 2.00 | 3047— 10 | 2.00 |
| 1500 | 6 | 1.00 | 3047— 12 | 2.50 |

Cheese—
675 | 1.75 |

| | | | |
|---------------|----|-------|----|
| Cooks French— | | Draw— | |
| 267— | 6 | 84— | 4 |
| 267— | 8 | 100— | 6 |
| 267— | 9 | 100— | 7 |
| 267— | 10 | 100— | 8 |
| 267— | 12 | 100— | 9 |
| Corn— | | 105— | 6 |
| 2 | | 105— | 8 |
| 3 | | 105— | 9 |
| 5 | | 105— | 10 |
| 10 | | 105— | 12 |

KNIVES—Hay—Lightning \$1.85; Iwan Sickle, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c.

KNOBBS—Maple, Base, 5c each; 85c doz.

LACING—Belt—

| Leather | | Bristol | |
|----------------------------------|--------|-----------------------|----------------------|
| Size $\frac{1}{2}$, per ft..... | \$.03 | 111, per inch..... | \$.01 $\frac{1}{2}$ |
| Size 5-16 per ft..... | .03 | 112, per inch..... | .02 |
| Size $\frac{3}{4}$, per ft..... | .04 | 113, per inch..... | \$.02 $\frac{1}{2}$ |
| Size 1, per ft..... | .05 | 114, per inch..... | .03 |
| Size $\frac{1}{2}$, per ft..... | .06 | <u>Wire</u> | |
| Size 1, per ft..... | .08 | No. 1, box 50 ft..... | .60 |
| | | No. 2..... | .65 |

LADDERS—Extension, No. 1, 25c foot; Step, Climax, 50c foot; Special, 40c foot; Standard, 25c foot.

LANTERNS—Boys—No. 589, 45c each; 1590, Cadet, 25c. Dash—No. 321, Prisco, \$1.85 each; 331, Prisco, \$2.15. Cold Blast Tubular—No. 330, Prisco (Little Wizard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.30; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00.

LEAD—White—12 1/2-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00.

LIPTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz.; Hook, 40c doz.

LOCKS—Rim—Steel, 75c set; Cast, 60c set.

LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each.

Cotton, Twisted—No. 140, 35c each; 150, 40c. Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. Wire, Solid—100 foot, 9 gauge, 75c each.

MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 3, \$1.75; 02, \$2.25; 03, \$2.65; 04, \$3.00; 05, \$3.75. Steel—No. 20, \$1.25 each; 40, \$1.75; 60, \$2.50; 80, \$4.00; 100 rolls, 50c square foot.

MATTOCKS—

| | | | |
|------------------------|-------|------|--------|
| Short Cutter, No. 1800 | ..... | Each | \$1.75 |
| Long Cutter, No. 1790 | ..... | Each | 1.75 |
| Pick, No. 1810 | ..... | Each | 1.75 |
| Handled, D E 3 | ..... | Each | .75 |
| Handled, C E 3 1/2 | ..... | Each | 1.25 |
| Handled, S Q 3 1/2 | ..... | Each | 1.00 |

MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers).

MILLS—Cider—

| | | | |
|--------|--------------|------------|--------------|
| Junior |\$25.00 | Senior |\$40.00 |
| Medium |30.00 | Force Feed |18.00 |

| MOPS—Slasher | | Cotton | |
|--------------|-------------|--------------|-------------|
| 15 oz., each |\$.75 | 15 oz., each |\$.75 |
| 18 oz., each |85 | 18 oz., each |85 |
| 21 oz., each |1.00 | 21 oz., each |1.00 |

MOP STICKS—No. 7, 25c each; No. 13, 25c each; No. 70 or Janitor's, 65c each.

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—12-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb.

| | | | |
|--------------------------|-----|---------------------------|-----|
| Fine Blue 2&3d..... | .08 | Barb Box 8 to 20d... | .08 |
| Fine Bright..... | .08 | Barb Roof 8 to 1/2..... | .10 |
| Common 2&3d..... | .08 | Barb Roof 1 to 1 1/2..... | .10 |
| Common 4&5d..... | .08 | Plaster Board..... | .10 |
| Common 6&7d..... | .07 | C. C. Box..... | .10 |
| Common 8 to 60d..... | .07 | Cut Casing 6&8..... | .08 |
| Casing 2&3d..... | .08 | Galv. Felt..... | .15 |
| Casing 4&5d..... | .08 | Galv. Boat..... | .12 |
| Casing 6 to 20d..... | .08 | Clout— | |
| Finishing 2&3d..... | .10 | Bulk, lb..... | .80 |
| Finishing 4&5d..... | .08 | 1/2 lb. Papers, ea..... | .20 |
| Finishing 6 to 20d..... | .08 | Cigar Box— | |
| Smooth Box 4 to 6d..... | .08 | Bulk, lb..... | .30 |
| Smooth Box 8 to 20d..... | .08 | 1 lb. Papers, ea..... | .35 |
| Barb Box 4 to 5d..... | .08 | 1/2 lb..... | .30 |
| Barb Box 6..... | .08 | 1/4 lb..... | .15 |
| Trunk— | | Horseshoe— | |
| Bulk, lb..... | .30 | Capewell, lb..... | .30 |
| 1 lb. Papers, ea..... | .35 | Northwestern..... | .30 |
| 1/2 lb..... | .20 | Union..... | .25 |
| 1/4 lb..... | .15 | | |

NETTING, POULTRY—Hexagon, Galvanized After Weaving—2 inch, 20 gauge—List roll, 12in., \$2.14; 18in., \$3.08; 24in., 3.92; 30in., \$4.68; 36in., \$5.33; 48in., \$7.13; 60in., \$8.91; 72in., \$10.69.

Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$3.50; 30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00; 72in., \$9.65.

Sell Cut (lin. ft.)—12in., 1 1/4 c; 18in., 2 1/4 c; 24in., 3 1/4 c; 30in., 3 3/4 c; 36in., 4 1/4 c; 48in., 5 3/4 c; 60in., 7 1/4 c; 72in., 8 1/4 c.

1 1/2 inch, 20 gauge—List roll, 12in., \$3.15; 18in., \$4.53; 24in., \$5.78; 30in., \$6.90; 36in., \$7.88; 48in., \$10.50; 60in., \$13.13; 72in., \$15.75.

Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20; 30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80; 72in., \$14.20.

Sell Cut (lin. ft.)—12in., 2 1/4 c; 18in., 3 3/4 c; 24in., 4 1/4 c; 30in., 5 1/4 c; 36in., 6 1/4 c; 48in., 8 1/4 c; 60in., 10 1/4 c; 72in., 12 1/4 c.

1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 30in., \$10.83; 36in., \$12.38; 48in., \$16.50; 60in., \$20.63; 72in., \$24.75.

Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20; 30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.30.

Sell Cut (lin. ft.)—12in., 4c; 18in., 5 1/4 c; 24in., 7 1/4 c; 30in., 8 3/4 c; 36in., 10c; 48in., 13 1/4 c; 60in., 16 1/4 c; 72in., 19 1/4 c.

3/4 inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.30; 24in., \$15.68; 30in., \$18.71; 36in., \$21.38; 48in., \$28.50; 60in., \$35.63; 72in., \$42.75.

Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10; 30in., \$16.85; 36in., \$19.25; 48in., \$25.65; 60in., \$32.05; 72in., \$38.48.

Sell Cut (lin. ft.)—12in., 6 1/4 c; 18in., 9 1/4 c; 24in., 12 1/4 c; 30in., 15c; 36in., 17 1/4 c; 48in., 22 1/4 c; 60in., 28 1/4 c; 70in., 34 1/4 c.

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$2.15; 12-in., \$2.25; 14-in., \$2.75.

NIPPLES—Right Hand.

| Size | 2 | 2 1/2 | 3 | 3 1/2 | 4 | 5 | 6 | 7 | 8 |
|--------------|-----|-------|-----|-------|-----|-----|-----|-----|-----|
| 1/4, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| 1/4, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 1/2, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| 1/2, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 3/4, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| 3/4, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| 1, black | .05 | .07 | .07 | .07 | .08 | .10 | .12 | .14 | .16 |
| 1, galv. | .06 | .11 | .11 | .11 | .13 | .16 | .18 | .22 | .26 |
| 1 1/4, black | .06 | .09 | .09 | .09 | .09 | .11 | .13 | .17 | .18 |
| 1 1/4, galv. | .08 | .14 | .14 | .14 | .14 | .18 | .21 | .25 | .25 |
| 1 1/2, black | .08 | .13 | .13 | .13 | .13 | .15 | .18 | .23 | .25 |
| 1 1/2, galv. | .11 | .19 | .19 | .19 | .19 | .24 | .28 | .34 | .38 |
| 2, black | .11 | .17 | .17 | .17 | .17 | .20 | .24 | .29 | .32 |
| 2, galv. | .17 | .29 | .29 | .29 | .29 | .32 | .38 | .45 | .52 |
| 2 1/2, black | .13 | .20 | .20 | .20 | .20 | .25 | .29 | .36 | .40 |
| 2 1/2, galv. | .21 | .35 | .35 | .35 | .35 | .39 | .46 | .54 | .60 |
| 3, black | .18 | .28 | .27 | .27 | .27 | .32 | .38 | .50 | .54 |
| 3, galv. | .27 | .47 | .47 | .47 | .47 | .52 | .61 | .75 | .82 |

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size 1/4, 65c lb.; 5-16, 60c; 3/8, 45c; 7-16, 40c; 1/2, 35c; 9-16, 30c; 5/8, 30c; 3/4, 25c; 7/8, 25c; 1, 25c.

Hot Pressed U. S. S. Square, Tapped—Size 1/4, 35c lb.; 5-16, 30c; 3/8, 25c; 7-16, 25c; 1/2, 20c; 5/8, 18c; 3/4, 16c; 7/8, 15c; 1, 15c.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair 40c; 2 1/2-in., per pair 60c; 2 1/2-in., per pair 70c.

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|-----|--------|-----|--------|
| 4 | \$.10 | 140 | \$.10 |
| 16 | .10 | 340 | .25 |
| 100 | .25 | | |

OIL—Boiled Linseed, \$1.60 gal.

OILERS—

| Mowing Machine— | No. | Each | 14 B | 45 |
|-----------------------|-----|------|------|------|
| 8 A | 25 | | 16 | .50 |
| 8 B | 25 | | 10 | 1.00 |
| 1100 | 20 | | 11 | 1.25 |
| 1120 | 40 | | 00 | .10 |
| 1140 | 30 | | 0 | .10 |
| Steel, Spring Bottom— | | | 1 | .15 |
| 12 | 25 | | 2 | .15 |
| 13 | 30 | | 3 | .20 |
| 13 A | 35 | | 4 | .25 |
| 14 | 35 | | 5 | .30 |
| 14 AA | 40 | | 6 | .35 |

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.35; No. 24, malleable, \$2.25.

OVENS, PORTABLE—Boss

| No. | Each | No. | Each |
|----------------|--------|-------|--------|
| 012 | \$5.25 | 550 | \$5.50 |
| 055 | 5.75 | 700 | 5.50 |
| 0200 | 5.25 | 750 | 6.50 |
| 450 | 5.50 | 755 | 6.75 |
| Perfection | | | |
| 121 G | 4.75 | 122 G | 5.75 |
| Pinney & Boyle | | | |
| 13 | 2.00 | 33 | 2.25 |
| 17 | 2.25 | 37 | 2.50 |
| 17 G | 2.50 | 37 G | 2.75 |

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12, Blue and White striped, \$1.50.

PADLOCKS—

| Miller— | No. | Each | No. | Each |
|------------|------|------|-----|------|
| 585 | 1.25 | | | |
| 635 | 1.25 | | | |
| 645 J | .50 | | | |
| 803 | 1.35 | | | |
| 805 | 1.50 | | | |
| 813 | 1.50 | | | |
| 815 | 1.50 | | | |
| 823 | 1.75 | | | |
| 833 | 2.00 | | | |
| 843 | 2.50 | | | |
| 853 | 2.75 | | | |
| 8454 | 1.75 | | | |
| Slaymaker— | | | | |
| 1902 | .60 | | | |
| 1903 | .50 | | | |
| 9002 | .60 | | | |
| 9902 N C | .50 | | | |
| 21090 | .75 | | | |

PAINT SUNDRIES—

| Alcohol (Denatured) | Gal. | 1/2 gals. | 1/2 Gal. | 1.60 |
|---------------------------|----------|------------------|----------|------|
| 1-gallon | \$1.50 | Quarts | Qt. | .95 |
| 5-gallon | 1.40 | Inside Floor— | | |
| Barrel | \$1.20 | Gals. | Gal. | 2.90 |
| Glue | Lb. | 1/2 gals. | 1/2 Gal. | 1.60 |
| No. 2 Gelatine | .65 | Quarts | Qt. | .95 |
| Chicago White | .65 | Porch— | | |
| Lead, Selby White | | Gals. | Gal. | 4.25 |
| 500 lbs. or more | .13 1/2 | 1/2 gals. | 1/2 Gal. | 2.25 |
| 100-lb. kegs | .14 | Quarts | Qt. | 1.20 |
| 50 and 25-lb. kegs | .14 1/4 | Oil | Gal. | |
| 12 1/2-lb. kegs | .14 1/2 | Floor | .65 | |
| Paint, Dry Colors | | Gloss | .60 | |
| Burnt Umber | .05 1/2 | Lard, No. 1 | 2.50 | |
| Chrome Green, Med. | .15 | Lard-Oil | .90 | |
| Graphite | .06 3/4 | Linseed, Boiled | 2.25 | |
| Princess Metallic | .04 | Linseed, Raw | 2.23 | |
| Raw Sienna | .07 | Seasfoot No. 1 | 2.50 | |
| Venetian Red | .04 | Neutral | .45 | |
| Yellow Ochre | .03 | Paraffine | .55 | |
| Paints, Ready Mixed | | Tints, Kalsomine | Lb. | |
| 1st Grade, White | | Barrels | .07 1/2 | |
| Gals. | Gal. | Kegs | .07 3/4 | |
| 1/2 gals. | 1/2 Gal. | 100-lb. Bulk | .08 | |
| Quarts | Qt. | 25-lb. Bulk | .09 | |
| Pints | Pt. | Less 25 lbs. | .10 | |
| 1/2 pints | 1/2 Pt. | Turpentine | Gal. | |
| 1st Grade, Colors | | 1 gal. | 1.05 | |
| Gals. | Gal. | 5 gal. | .90 | |
| 1/2 gals. | 1/2 Gal. | Barrel | .75 | |
| Quarts | Qt. | Wax | Lb. | |
| Pints | Pt. | Johnson's | .65 | |
| 1/2 pints | 1/2 Pt. | Old English | .65 | |
| 2nd Grade White or Colors | | Bradley's | .60 | |
| Gals. | Gal. | | | |

PANS—Acme Frying—

| | | | |
|-------------------|--------|------------------|--------|
| No. 00, each..... | \$.15 | No. 4, each..... | \$.40 |
| No. 0, each..... | .25 | No. 5, each..... | .45 |
| No. 1, each..... | .30 | No. 6, each..... | .50 |
| No. 2, each..... | .35 | No. 7, each..... | .60 |
| No. 3, each..... | .35 | | |

RETAIL SELLING PRICES—Continued.

PAPER—Asbestos, size 1-16 and under, 80c lb. cut; over 1-16, 30c lb.
 Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll.
 Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.).

PAPER—Building—

| P & B | | Imitation P & B | |
|-----------------|--------|-----------------|--------|
| No. 1—500..... | \$2.00 | No. 1—500..... | \$1.80 |
| No. 1—1000..... | 3.90 | No. 1—1000..... | 3.40 |
| No. 2—500..... | 2.95 | No. 2—500..... | 2.55 |
| No. 2—1000..... | 5.75 | No. 2—1000..... | 4.95 |
| No. 3—500..... | 4.00 | No. 3—500..... | 3.60 |
| No. 3—1000..... | 7.70 | No. 3—1000..... | 6.75 |

Red Resin—

| | | | |
|------------|--------|------------|--------|
| 17 lb..... | \$1.15 | 25 lb..... | \$1.65 |
| 20 lb..... | 1.40 | 30 lb..... | 1.90 |

PAPER—Roofing, Smooth or Sanded—Ply ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Axtel Sand Paper, in Sheets—No. 00-½, 40c qr.; 1, 45c qr.; 1½, 50c qr.; 2, 55c qr.; 2½, 60c qr.; 3, 65c qr.

PEAVIES—

| | —Socket— | —Bangor— |
|------------|---------------|---------------|
| | Maple Hickory | Maple Hickory |
| 2½x4..... | \$2.50 | \$2.80 |
| 4x4..... | 2.75 | 2.85 |
| 2½x4½..... | 2.75 | 2.85 |
| 5..... | 2.75 | 3.00 |
| 2½x4½..... | 3.00 | 3.25 |
| 5..... | 3.00 | 3.25 |
| 3x5..... | 3.15 | 3.50 |

PERCOLATORS, COFFEE—Universal—

| | Each | | Each |
|----------|--------|-----------|--------|
| 44..... | \$3.75 | 1204..... | \$3.75 |
| 46..... | 4.25 | 1206..... | 4.00 |
| 48..... | 4.75 | 1208..... | 4.25 |
| 52..... | 3.75 | 1210..... | 5.00 |
| 54..... | 4.00 | 1304..... | 4.25 |
| 56..... | 4.50 | 1306..... | 4.50 |
| 58..... | 5.00 | 1308..... | 4.75 |
| 64..... | 4.50 | 1310..... | 5.00 |
| 66..... | 5.00 | 1404..... | 4.75 |
| 69..... | 5.50 | 1406..... | 5.00 |
| 614..... | 6.00 | 1408..... | 5.25 |
| 74..... | 5.00 | 1410..... | 5.50 |
| 76..... | 5.50 | 1504..... | 4.25 |
| 79..... | 6.00 | 1506..... | 4.50 |
| 714..... | 6.50 | 1508..... | 4.75 |
| 464..... | 5.50 | 1510..... | 5.25 |
| 466..... | 5.50 | 1704..... | 4.25 |
| 469..... | 6.00 | 1706..... | 4.50 |
| 474..... | 5.50 | 1708..... | 4.75 |
| 476..... | 6.00 | 1710..... | 5.25 |
| 479..... | 6.50 | | |

PICKS—Railroad, No. 1710, \$1.85 each; 1711, \$1.50; 1712, \$1.60; 1713, \$1.75; 1714, \$1.85; 1715, \$2.00.
 Drifting, No. 1, \$1.25 each; 1½, \$1.35; 2, \$1.50; 3, \$1.60; 4, \$1.75.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over List.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; O 16, 60c each.

Collars, No. 018, 014, 25, 25½, 26, 10c each; 27, 15c each.
 Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each; 65 (1612), \$1.10 each; 75, \$1.20 each.
 Dampers, No. 3, 4, 5, 15c each; 6, 20c each; 7, 25c each.
 Elbows, No. 3 Corg., 20c each; 4 Corg., 25c each; 5 Corg., 25c each; 6 Corg., 30c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 30c each; 5 Adj. 4 Pc., 30c each; 6 Adj. 4 Pc., 35c each; 8-inch Adj. Galvd., 35c each; 4-inch Adj. Galvd., 45c each; 8 Corg. Jap., 35c each; 4 Corg. Jap., 45c each.
 Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c each; 40, 20c each.
 Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

| | ½-in. | ¾-in. | 1-in. | 1½-in. | 2-in. |
|---------------------|---|-------|-------|--------|-------|
| | Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. | | | | |
| Bushings..... | .05 | .10 | .10 | .12 | .15 |
| Caps..... | .05 | .10 | .10 | .12 | .15 |
| Couplings..... | .10 | .10 | .10 | .15 | .20 |
| Crosses..... | .15 | .20 | .25 | .30 | .45 |
| Elbows, 90 Deg..... | .10 | .15 | .10 | .15 | .20 |
| Elbows, 45 Deg..... | .10 | .10 | .10 | .15 | .25 |
| Elbows, Red..... | .15 | .15 | .20 | .25 | .30 |
| Elbows, Street..... | .10 | .10 | .15 | .20 | .25 |
| Floor Flanges..... | .20 | .40 | .30 | .60 | .40 |
| Lock Nuts..... | .05 | .10 | .10 | .15 | .30 |
| Plugs..... | .05 | .05 | .05 | .05 | .10 |
| Reducers..... | .10 | .15 | .15 | .20 | .25 |
| Return Bends..... | .20 | .35 | .25 | .45 | .50 |
| Tees..... | .10 | .15 | .15 | .20 | .20 |
| Unions..... | .20 | .25 | .20 | .30 | .35 |
| Waste Nuts..... | .10 | .10 | .10 | .10 | .15 |

| | | | | | | |
|---------------------|-----|-----|------|-----|------|------|
| Couplings..... | .20 | .20 | .25 | .30 | .35 | .40 |
| Crosses..... | .75 | .55 | .90 | .60 | 1.10 | 1.75 |
| Elbows, 45 Deg..... | .80 | .40 | .65 | .45 | .70 | .65 |
| Elbows, 45 Deg..... | .80 | .40 | .65 | .45 | .70 | .65 |
| Elbows, Red..... | .35 | .35 | .60 | .40 | .65 | .65 |
| Elbows, Street..... | .40 | .30 | .55 | .35 | .60 | .75 |
| Floor Flanges..... | .70 | .45 | .80 | .50 | 1.10 | .75 |
| Lock Nuts..... | .40 | .35 | .60 | .40 | .65 | .65 |
| Plugs..... | .10 | .10 | .15 | .15 | .20 | .15 |
| Reducers..... | .35 | .25 | .45 | .35 | .55 | .50 |
| Return Bends..... | .80 | .65 | 1.30 | .85 | 1.50 | 2.40 |
| Tees..... | .30 | .30 | .50 | .40 | .75 | .70 |
| Unions..... | .45 | .45 | .65 | .60 | .85 | 1.00 |
| Waste Nuts..... | .15 | .20 | .30 | .40 | .65 | .60 |

| | ½-in. | ¾-in. | 1-in. | 1½-in. | 2-in. |
|-----------------|---|-------|-------|--------|-------|
| | Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. | | | | |
| Close..... | .05 | .05 | .05 | .07 | .10 |
| Long..... | .05 | .10 | .05 | .10 | .15 |
| 4-in. Long..... | .05 | .10 | .08 | .10 | .15 |
| 5-in. Long..... | .08 | .10 | .10 | .15 | .15 |
| 6-in. Long..... | .08 | .10 | .10 | .15 | .15 |

PIPE, GAS AND WATER—Black, ¾ inch, 7c foot; 1 inch, 7c; 1½ inch, 7c; 2 inch, 9c; 2½ inch, 11c; 3 inch, 15c; 4 inch, 20c; 5 inch, 27c; 6 inch, 35c.
 Galvanized, ¾ inch, 9c foot; 1 inch, 9c; 1½ inch, 9c; 2 inch, 11c; 2½ inch, 14c; 3 inch, 20c; 4 inch, 25c; 5 inch, 35c; 6 inch, 45c.

PIPE, STOVE—29 Gauge, Nested. Full Joints—Size 3 inch, 20c joint; 4-inch, 25c; 5-inch, 25c; 6-inch, 30c; 7-inch, 40c; 8-inch Japan, 30c; 4-inch Japan, 35c; 5-inch Japan, 45c; 3-inch Galvanized, 40c; 4-inch Galvanized, 45c.

PITCH—Asphaltum—5-lb. can, 85c; 10-lb. can, 70c; 25-lb. can, \$1.50; 50-lb. can, \$2.75; ¼ Bbl., \$4.50; Bbls., \$8.00.

PLANES—Wood Smooth, \$1.25 each; Wood Jack, \$1.50.

PLANES—Block-Bailey—No. 9½, \$1.85 each; 9¾, \$2.25; 15, \$2.10; 16, \$2.10; 17, \$2.25; 18, \$2.25; 19, \$2.40.
 Block, Stanley—No. 60, \$2.10 each; 60½, \$1.95; 61, \$1.85; 65, \$2.45; 100, 45c; 101, 40c; 102, 65c; 103, 90c; 110, 85c; 120, \$1.85; 130, \$1.40; 181, \$2.25; 203, \$1.20; 220, \$1.85.
 Iron, Bailey—No. 2, 20, \$8.45 each; 3, 30, \$8.60; 4, 40, \$4.00; 4½, 4½C, \$4.50; 5, 50, \$4.50; 5½, 5½C, \$5.25; 6, 60, \$6.00; 7, 70, \$6.75; 8, 80, \$8.00.
 Iron, Stanley—No. 602, 602C, \$3.75 each; 603, 603C, \$4.15; 604, 604C, \$4.50; 604½, 604½C, \$5.15; 605, 605C, \$5.15; 605½, 605½C, \$5.60; 606, 606C, \$6.50; 607, 607C, \$7.50; 608, 608C, \$9.00.

All Wood—All numbers, Plain (21W) \$2.25, (27W) \$2.50, (029W) \$2.65; Razee (23W) \$2.65, (27W) \$3.00.

Wood Bottom, Bailey—No. 22, \$2.50 each; 23, \$2.50; 24, \$2.50; 26, \$2.75; 27, \$3.05; 28, \$3.40; 29, \$3.40; 30, \$3.75; 31, \$3.75; 32, \$4.05; 35, \$3.00; 36, \$3.45.

Rabbit—No. 10, \$5.10 each; 10½, \$4.20; 75, 60c; 90, \$3.15; 92, \$3.15; 93, \$3.15; 190, 191, 192, \$2.10.

PLIERS—Bernard's—No. 100, 4½-in., 70c each; 5½-in., 90c; 6½-in., \$1.15. No. 101, 5½-in., 90c each; 6½-in., \$1.15; No. 102, 4½-in., \$1.35; 5½-in., \$1.60; 6½-in., \$1.95; 8-in., \$2.85; No. 103, 4½-in., 70c; 5-in., 85c; No. 104, 4½-in., 70c; 5-in., 85c; No. 105, 5-in., \$1.40; No. 106, 4½-in., 85c; 5-in., 95c; No. 108, 6-in., \$1.05; No. 109, 7-in., \$1.40; No. 111, 5½-in., \$1.25.
 Klein's—No. 201, 6-in., \$1.75 each; 7-in., \$2.00; 8-in., \$2.50; 9-in., \$2.75.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Wood, Stanley or Disston—No. 00, \$1.00 each; 0, \$1.15; 2, \$1.50; 3, \$1.75; 13, \$2.10; 25, \$2.85; 30, \$2.15; 35, \$2.85; 45½, \$3.00; 90, \$2.75; 98, \$3.75; 95, \$5.50; 98, \$2.75; 101, \$2.75; 102, 60c; 104, 75c; 6012, \$2.00; 6018, \$2.75; 6024, \$3.15; 6521, \$2.00; 6518, \$2.50; 6524, \$3.00.

POINTS & CHUCKS—

| | | | |
|---------------------------|-----|--------------|------|
| For 30 and 31..... | .75 | 8-inch..... | .95 |
| For 35..... | .50 | 10-inch..... | 1.10 |
| Nos. 11 and 15, 3-in..... | .55 | No. 75..... | 3.35 |
| 3-inch..... | .60 | No. 60..... | 1.00 |
| 4-inch..... | .65 | No. 80..... | .85 |
| 5-inch..... | .75 | No. 81..... | .95 |
| 6-inch..... | .85 | | |

POLISH (FURNITURE)—Calol, ½ pint, 25c each; 1 pint, 35c; 1 quart, 60c; ½ gallon, \$1.00; 1 gallon, \$1.50; 5 gallons, \$6.75.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.0-Cedar, 4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; ½ gallon, \$1.50; gallon, \$2.50.

Johnson's Prepared Wax, 5 ounce, 35c each; 1 pound, 70c; 2 pound, \$1.40; 5 pound, \$3.00.

Metal—NonOlio, ½ pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

Shoe—Shuwhite 10c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 C Satinola, 15c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P,

RETAIL SELLING PRICES—Continued.

POLISHES—Continued. Shoe, Satinola, 15c.

Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk, 20c; 2 Black Eagle, 20c; 10 E Enamelina, 15c.
Paste, No. 6 Black Silk, 15c each; 10 Black Silk, 20c; 20 Black Silk, \$1.35; 01 Black Eagle, 80c; 95 Black Eagle, \$1.10; 4 E Enamelina, 10c; 6 E Enamelina, 15c; 75 Black Jack, 15c; 1 Rising Sun, 15c.

POTS—

Gasoline Fire—
31 \$ 3.60 8 Quart 1.10
71 12.20 10 Quart 1.40
73 9.35 12 Quart 1.50
5 9.30 16 Quart 1.75
Watering Galvanized
4 Quart \$.85 4 Quart55
6 Quart 1.00 6 Quart65
10 Quart 1.00 10 Quart 1.00

PULLERS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrill, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 350, 1/4-inch, 10c each; 1/2, 10c each; 3/4, 10c each; 1, 15c each; 1 1/4, 25c each; 1 1/2, 35c each. No. 370, 1/2-inch, 25c each; 1, 35c each.
Brass Side, No. 1150, 1/4-inch, 15c each; 1/2, 20c each. No. 1170, 1/2-inch, 25c each; 3/4, 35c each.
Brass Upright, No. 500, 35c each.
Clothes Lines, No. 610, 2 1/2 inch, 3 1/2 30c each; 660, 15c each; 670, 15c each; 1610, 2 1/2 inch, 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 30c each; 6500, 45c each.
Hay Fork, No. 1267, 60c each; 693, 60c each; 796, 75c each; 48, 85c each; 1651, \$1.95 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. 8—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty
No. 5 Foot, \$.15
Richards-Wilcox
No. Foot No. Foot
9 \$.12 16, 019 \$.50
132, 018250 15010
RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.85; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

Eveready
No. No.
700, each \$1.00 708 B, Blades, Pkg... \$.80
2, each 3.00
Gem
800, each 1.00 800 B, Blades, Pkg... .85
Enders
900, each 1.00 900 B, Blades, Pkg... .35
Durham Domino
1000, each 1.00 1000 B, Blades, Pkg... .50
Gillette
00, each 6.50 480, each 5.00
460, each 5.00 500, each 5.00
460 B, each 5.00 500 B, each 6.00
470, each 5.00 501, each 5.00
501 B, each 6.00 6 X B Blades, Pkg... .50
12 X B Blades, Pkg... 1.00
Auto Strop
1, set 5.00 2541, set 5.00
15, set 6.00 600 B Blades, Pkg... 1.00
25, set 6.50 600 1/2 B Blades, Pkg... .50
251, set 5.00

REGISTERS—

Jap 6x8 \$1.55 White 6x8 \$1.85
Jap 8x10 1.65 White 8x10 2.00
Jap 10x12 2.40 White 10x12 2.90
Jap 10x14 2.15 White 10x14 2.80
Jap 12x14 4.35 White 12x14 6.25

REGISTER FACES—

Jap 6x8 \$1.00 White 6x8 \$1.30
Jap 8x10 1.10 White 8x10 1.45
Jap 10x12 1.70 White 10x12 2.30
Jap 10x14 2.30 White 10x14 2.85
Jap 12x14 2.80 White 12x14 3.65

REVOLVERS—

Colts, Model Each
Pocket Positive \$15.00 300 B, 303 B, 323 B. 12.50
Police Positive 16.00 804, 324 12.50
Police Positive Special 17.00 804 B, 324 B 18.00
Police Positive Target 18.00 343, 353 18.00
Army Special \$18.00 343 B, 353 B 18.50
New Service 20.00 344, 354 18.50
Single Action 18.00 344 B, 354 B 14.00
Harrington & Richardson
203, 223 8.00 360 B, 365 B 14.25
203 B, 223 B 8.50
204, 224 8.50 Smith & Wesson
204 B, 224 B 9.00 1905 Military Police 22.00
263, 273 9.00 Regulation Police 31.00
263 B, 273 B 9.50 1903 Hand Ejector 31.00
264, 274 9.50 38 S. & W. Perfected 30.00
264 B, 274 B 10.00 1908 Military 24.50
Iver Johnson 12.00 1911 Target 22.50
300, 303, 323 12.00 New Departure 32 18.50
New Departure 38 20.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 10c box; 98, 10c box.

Tinners', in Papers—Black: Plus 10% ;tinned, plus 10%.
Tinners', in Kegs—Black, all sizes, 80c lb.; tinned, 8, 85c; 8 1/2, 85c; 4, 85c; 5, 85c; 6, 85c; 7, 85c; 8, 85c; 10, 85c.

RIFLES—No. and Model—

| Daisy Air | Each | 16 A TD—Standard | 32.75 |
|--------------------|---------|---------------------|-------|
| 25 | \$ 4.25 | Stevens | |
| 40 | 4.25 | Little Scout | 4.00 |
| 3 | 2.65 | Crack Shot | 4.85 |
| 80 | \$ 2.25 | Marksmen | 6.50 |
| 11 | 1.50 | Favorite | 7.85 |
| 12 | 1.85 | 70 TD—22 | 11.50 |
| King Air | | Winchester | |
| 4 | 2.25 | 1886 SF—Round Brl. | 36.00 |
| 5 | 2.65 | TD—Round Brl. | 42.00 |
| 21 | 1.35 | 1890 TD—Oct'gn F'ey | 41.00 |
| 22 | 1.50 | TD—Oct'gn Plain | 20.00 |
| Marlin | | 1892 SF—Round Brl. | 28.50 |
| 20 TD—Octagon Brl. | 17.50 | SF—Octagon Brl. | 25.00 |
| 27 TD—Round Brl. | 20.50 | SF—Carbine | 28.00 |
| TD—Octagon Brl. | 28.00 | TD—Octagon Brl. | 35.00 |
| 29 TD—Round Brl. | 15.50 | 1894 SF—Round Brl. | 27.50 |
| 1897 TD—Round Brl. | 21.50 | SF—Octagon Brl. | 29.50 |
| TD—Octagon Brl. | 23.50 | SF—Carbine | 25.50 |
| Remington | | TD—Octagon Brl. | 35.25 |
| 4 TD—Octagon Brl. | 11.00 | 1895 SF | 38.00 |
| 6 TD—Round Barrel | 7.60 | 1895—Gov't Model | 41.00 |
| 8 A TD—Round Brl. | 45.00 | 1895 TD | 44.00 |
| 12 TD—Round Barrel | 18.20 | 1902 TD—22 | 7.50 |
| TD—Octagon Brl. | 20.20 | 1903 TD—Plain | 32.00 |
| 14 A TD—Standard | 32.85 | TD—Fancy | 56.00 |
| TD—Carbine | 32.75 | 1906 TD | 18.50 |
| | | 1907 TD | 40.00 |

ROPE—Cotton Thread—Size 8-16, 75c lb.; 1/4 to 5-16, 75c; 1/2 to 1, 75c; 3/4 to 1, 75c.
Manila—Base, 45c lb.; Sisal, Base, 85c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 35c each;
No. 372 (86 1/4) 55c; No. 378 (3) 95c; No. 386 (32) 55c;
No. 388 (32 1/4) 80c; No. 465 (69) 15c; No. 488 (57) 50c;
No. 651, (68) 15c; No. 702 (18) 80c; No. 751, (61) 30c;
No. 752, (70) 30c; 761, (68) 80c; No. 762B, (7) 90c;
No. 771, (84) 50c; No. 780, (62 1/4) 65c; No. 781, (62) 65c;
No. 861A, (58 1/4) 65c; No. 862C, (88 1/4) 95c; No. 871, (52) 60c; No. 881, (54) 70c; No. 981, (60) 85c; No. 8851 (66 1/4) 50c; No. 8851Y, (66) 50c; No. 8861 (66 1/4) 55c; No. 8881, (66 1/4) 90c.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 40c each;
No. 806 F, 60c; No. 8518 (03), 35c; No. 8514 (04), 50c;
No. 8515 (05), 40c; No. 8516 (06), 70c; No. 8518 (08), 95c;
No. 8525 (408 F), 50c; No. 8526 (404 F), 40c; No. 8525 (405 F), 50c;
No. 8526 (406 F), 60c; No. 8613 (103), 45c; No. 8614 (104), 50c; No. 8615 (105), 65c; No. 8616 (106), 80c;
No. 8624 (854 F), 45c; No. 8626 (856 F), 65c.

SAWS, DISSTON—

| No. | 18-in. | 20-in. | 22-in. | 24-in. | 26-in. | 28-in. |
|------------|--------|--------|--------|--------|--------|--------|
| 7 | \$1.90 | \$2.00 | \$2.15 | \$2.25 | \$2.35 | \$2.60 |
| D-8 & 1874 | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 |
| 12 | 2.35 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 |
| 16 | 2.70 | 2.85 | 3.05 | 3.25 | 3.45 | 3.70 |
| 112 | 2.80 | 2.95 | 3.20 | 3.35 | 3.60 | 3.85 |
| D-21 & 22 | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 |
| D-20 & 28 | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 |
| D-100 | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 |
| 120 | 3.15 | 3.25 | 3.40 | 3.60 | 3.75 | 4.00 |
| D-115 & 15 | 3.80 | 3.90 | 4.05 | 4.20 | 4.40 | 4.65 |

SAWS—One Man—

| | Simonds | Disston | Royal | Chinook C.O. | Chinook C.O. |
|-----------|---------|---------|-------|--------------|--------------|
| 3 1/4 ft. | 3.85 | \$3.50 | 6 ft. | \$9.60 | 5 1/4 \$5.75 |
| 4 ft. | 3.85 | 4.00 | 6 1/2 | 10.80 | 6 1/2 6.50 |
| 4 1/4 ft. | 4.20 | 4.50 | 7 | 12.00 | 6 3/4 7.20 |
| 5 ft. | 4.20 | 5.00 | 7 1/2 | 13.25 | 7 1/2 8.15 |
| | | | | | 7 3/4 9.50 |

Simonds Felling same price as Royal Chinook C. O.

| Atkins No. 400 and 401— | 22 in. | 4.85 |
|--------------------------|--------|------|
| 28 in. | 5.35 | 4.40 |
| 30 in. | 5.50 | 4.15 |
| 32 in. | 5.20 | |
| Atkins No. 68 and 69— | | |
| 28 in. | 5.35 | 2.70 |
| 30 in. | 5.15 | 2.50 |
| 32 in. | 2.90 | 2.20 |
| Atkins No. 53-51 and 65— | | |
| 28 in. | 5.30 | 2.60 |
| 30 in. | 2.90 | 2.40 |
| 32 in. | 2.75 | 2.10 |
| Atkins No. 64— | | |
| 28 in. | 5.40 | 3.00 |
| 30 in. | 5.50 | 2.70 |
| 32 in. | 5.30 | 2.40 |
| Atkins No. 66 and 67— | | |
| 28 in. | 5.60 | 2.65 |
| 30 in. | 5.15 | 2.50 |
| 32 in. | 2.90 | 2.20 |
| Atkins No. 70— | | |
| 28 in. | 5.25 | 2.10 |
| 30 in. | 2.40 | 1.95 |
| 32 in. | 2.20 | 1.77 |

RETAIL SELLING PRICES—Continued.

SAWS—Continued. Hand—

| | | |
|---|--------------------------------------|------|
| No. 5 Simonds, No. 12 Diss ton or No. 69 Atkins. | 24-inch | 3.50 |
| 20-inch | 26-inch | 3.85 |
| 22-inch | 28-inch | 4.25 |
| No. 8 Simonds, No. D8 Disston or No. 51 Atkins. | 30-inch | 4.75 |
| 20-inch | 40-inch | 2.25 |
| 22-inch | 22-inch | 2.50 |
| 24-inch | 24-inch | 2.85 |
| 26-inch | 26-inch | 2.75 |
| 28-inch | 28-inch | 3.25 |
| 30-inch | No. 4 Simonds or No. 120 Disston. | |
| No. D100 or No. D20 Disston. | 26-inch | 4.00 |
| 26-inch | 28-inch | 4.25 |
| 28-inch | No. 112 Disston. | |
| Back 12 in. | 26-inch | 3.25 |
| Back 14 in. | 28-inch | 3.50 |
| Back 18 in. | Butcher No. 10, 16 in. | 1.25 |
| Back 20 in. | 18 in. | 1.35 |
| Back 22 in. | 20 in. | 1.50 |
| Compass No. 2, 10 in. | 22 in. | 1.65 |
| 12 in. | Kitchen No. 2, 12 in. | .45 |
| 14 in. | 14 in. | .59 |
| 16 in. | 16 in. | .55 |
| No. 10 Simonds or No. 7 Disston. | Mitre 24 in. | 3.50 |
| 16-inch | 26 in. | 3.75 |
| 18-inch | 28 in. | 4.25 |
| Buck— | 30 in. | 5.00 |
| Com Sgl Brace V tooth | Nest Complete No. 3. | 1.50 |
| Com Dbl Brace Tuttle tooth | | |
| Com Dbl Brace V tooth | | |

SAW CLAMPS—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; Went. 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N33, \$2.00; No. 11 with guide, \$3.25.

SAW SETS—

| | | |
|---------------|------------|------|
| 201 G. & P. | Colonial | 1.25 |
| Spec. Morrill | 7 Taintor | 1.10 |
| 105 Morrill | 28 Triumph | 1.25 |
| 1 Morrill | Hammer | .85 |
| 10 | Lever | .25 |
| 77 | | |

X Out—

| | | |
|---------------|--------------|------|
| Morrill No. 8 | Morin No. 2 | 2.25 |
| Baker No. 8 | Morin No. 2½ | 2.75 |
| | Morin No. 3 | 1.00 |

SAW TOOLS—

| | | |
|-----------------------|----------------------|------|
| Clipper Outfit | Setting Tool Disston | .65 |
| Morin Raker Gauge | No. 100 | .65 |
| No. 1 | No. 4 Setting Blocks | 1.00 |
| No. 6 | No. 4 Blocks, Morin | 1.00 |
| No. 9 | Swages No. 0 Disst. | 4.50 |
| Atkins Raker Swage | Swages, Whitinga | 1.00 |
| 5-M Tooth Gauge | Atkins Rex | 1.00 |
| Jointers Pikes Perf. | Atkins Excelsior | .75 |
| Jointers No. 7 Sterns | | |

SCALES—Family, No. 11021, \$2.50 each; 1102, \$2.25 each. Peddlers, No. 101, \$3.75 each; 103, \$3.75 each; 115, \$3.75 each; 485E, \$3.75 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 303, \$5.50 each.

SCISSORS—Cast, No. 10, 35c each; 44, 7½-inch 35c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 20c; 255, 4-inch 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 320, 65c; 350, 60c. Wiss, No. 4 B H, \$1.15 each; 5 B H, \$1.15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 58, \$1.00; 56½, \$1.05; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156, \$1.15; 156½, \$1.25; 157, \$1.30; 364, \$1.10; 364½, \$1.15; 365, \$1.20; 366, \$1.30; 463, \$1.00; 463½, \$1.05; 464, \$1.10; 573, \$1.30; 573½, \$1.45; 574½, \$1.50; 663, \$1.30; 663½, \$1.45; 664, \$1.50; 763, 95c; 763½, \$1.00; 764, \$1.05; 764½, \$1.10; 765, \$1.15; 765½, \$1.20; 766, \$1.25; 773, \$1.00; 773½, \$1.05; 774, \$1.10; 814, \$1.10; 814½, \$1.15; 815, \$1.20; 815½, \$1.25; 816, \$1.30.

SCOOPS—Long Handle—No. A4L, \$2 each; A6L, \$2.15; 744L, \$2.35; 746L, \$2.50. D Handle—No. 1AF, \$1.75 each; 2, \$1.75; 3, \$1.75; 4, \$1.90; 5, \$2.00; 6, \$2.15; 7, \$2.25; 8, \$2.35; 9, \$2.40; 10, \$2.50; 742, \$2.25; 743, \$2.25; 744, \$2.35; 745, \$2.35; 746, \$2.40; 747, \$2.40; 748, \$2.50; 749, \$2.60; 750, \$2.65.

SCREWS—Iron Bench—

| | | |
|------------|---------|------|
| No. 5 | 1¼ | 1.40 |
| ¾ | 1½ | 1.50 |
| 1 | 1½ | 2.25 |
| Wood Hand— | | |
| 6 inch | 14 inch | 1.10 |
| 8 inch | 16 inch | 1.35 |
| 10 inch | 18 inch | 1.60 |
| 12 inch | 20 inch | 1.70 |
| Jorgensen— | | |
| No. 0 | No. 8 | 1.65 |
| No. 1 | No. 4 | 2.00 |
| No. 2 | No. 5 | 2.50 |

SCREWS—Wood—

| Contr. | Broken | Flat Hd. | Brt.—Small Quant. |
|-----------|--------|--------------|-------------------|
| Full Pkg. | Pkg. | 5c Dozen to | \$1.00 List |
| FH Brt | 60% | 10c Dozen to | 2.00 List |
| FH Bl. | 60% | 15c Dozen to | 3.00 List |
| RH Bl. | 60% | 20c Dozen to | 4.00 List |
| RH Nic. | 50% | 25c Dozen to | 5.00 List |
| FH Gal. | 40% | 30c Dozen to | 6.00 List |
| FH Bra. | 20% | 35c Dozen to | 7.00 List |
| RH Bra. | 20% | | |

Contr's. by doz. list Plus 25%
Cap V thread list Plus 25%
Cap SAE list Plus 25%
Set Machine Iron 80% off list.
Machine Brass list Plus 20%
Nuts for Machine Screws—Iron, add 20% to List Price;
Brass, 40% to List Price.
Bench—Iron—1-inch, \$1.00; 1¼-inch, \$1.25; 1½-in.
\$1.50; 1½-inch, \$2.25. Wood—2-inch, \$1.25.

SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 130, \$2.25; 131, \$2.90.

SCREW DRIVERS—G. & P.—367—1¼, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

| No. | Each | No. | Each |
|-------|--------|-----|--------|
| 400 | \$1.90 | 450 | \$1.90 |
| Weed | | | |
| 300 | 1.90 | 350 | 1.90 |
| Grass | | | |
| 200 | 1.90 | 100 | 1.90 |
| 250 | 1.90 | 150 | 1.90 |

STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.

STEEL GOODS—Forks, Alfalfa—A0134½, \$2.00 each; A0135, \$2.00 each. Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75. Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75. Forks, Hay—No. 0 3154½B, \$1.60 each; 0 3155B, \$1.65 each; 0 3155½B, \$1.75; 0 3164½, \$1.80; 0 3165, \$1.85; 0 3165½, \$2.00. Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155½, \$2.25; Ro156, \$2.35; Ro164½, \$2.40; Ro165, \$2.50; Ro165½, \$2.50; Ro166, \$2.60; Ro155, \$2.25; Ro155½, \$2.35. Forks, Manure—No. 04D, \$1.50 each; 05DX, \$1.60; 05D, \$1.75; 06DX, \$1.75; 06D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44½X, \$1.35; 54½X, \$1.50; 64½X, \$1.75; 044½XZ, \$1.35; 044X, \$1.40; 044½X, \$1.50; 044½, \$1.50; 054½X, \$1.75; 054½, \$2.15; 064½X, \$2.15; 064½, \$2.25. Forks, Spading—No. B4D, \$1.10 each; LDx, \$1.50; oLDx, \$1.50; L4X, \$1.35; oL4X, \$1.50; 05H4, \$2.50; Jo4, \$2.00; JoW, \$2.50. Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7½, \$1.10; 34W, 75c. Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFm, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNNR, \$1.15; 5GNNR, \$1.35; 6GNNR, \$1.50. Hooks, Manure—No. M40, \$1.35 each. Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15. Rakes, Hay, Wood—No. 01, 50c each. Rakes, Lawn—No. 36LR, \$1.15 each; 120R, 65c; 124R, 65c; 2046, \$1.15. Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c. Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.35; SB16, \$1.00.

STEEL GOODS—

| Potato Forks. | Fish Forks. | Riveted. | Snathes. | Mortar. | Floral Sets. |
|-----------------|-------------|----------|----------------|-------------|-----------------|
| P064 | IF | RA | 9 | S10 | 1 |
| P06D | Stone. | Socket. | 100 | M210 | 1.85 |
| Sluice Forks. | HH4 | G078 | Smith's Hoes. | M29 | 4PSF |
| 208 | 99R | G078X | 50A | 19C5 | Floral Shovels. |
| 210 | Warren. | Beebe. | Nursery. | 914 | Floral Hoes. |
| 212 | Hoes. | BB6 | No. 7 | Edger | GR6 |
| Coke Forks. | W7 | BB6½ | German. | Dandelion. | Clam Rakes. |
| 710 | W7½ | Acme. | GE2-0 | Spuds | |
| 712 | W8 | Mattock. | Planter's Eye. | Dock Cutter | |
| 714 | Ladies'. | | AES | | |
| Shavings Forks. | LY5 | DE3 | AE5 | | |
| 806L | | | | | |

RETAIL SELLING PRICES—Continued.

SHEARS—Grass

| | Each | | Each |
|-------|--------|---------|--------|
| 1 | \$.85 | 0267 | \$.85 |
| 26 | .50 | 169 | .60 |
| 6 1/2 | .65 | 071 1/2 | .85 |
| 097 | 1.15 | 11 G | 1.50 |
| Hedge | | | |
| 1007 | 1.15 | 101 9 | 2.25 |
| 101 8 | 2.00 | 101 10 | 2.50 |

SHEARS—Dressmakers', Etc., Wess

| No. | Each | No. | Each |
|--------------|--------|----------|------|
| 130 | \$2.35 | 189 | 1.80 |
| 136 | 1.15 | 190 L | 2.25 |
| 136 1/2 | 1.25 | 198 | 1.45 |
| 137 | 1.30 | 199 | 1.80 |
| 137 1/2 | 1.35 | 347 | 1.50 |
| 137 1/2 L H. | 1.75 | 347 1/2 | 1.60 |
| 137 | 1.45 | 348 | 1.65 |
| 138 L H. | 1.80 | 447 | 1.65 |
| 138 1/2 | 1.50 | 447 1/2 | 1.75 |
| 139 | 1.80 | 448 | 1.85 |
| 147 | 1.30 | 1039 | 2.25 |
| 147 1/2 | 1.40 | 1036 | 1.15 |
| 148 | 1.45 | 1036 1/2 | 1.25 |
| 148 1/2 | 1.50 | 1037 | 1.30 |
| 180 | 2.25 | 1037 1/2 | 1.40 |
| 182 | 2.75 | 1038 | 1.45 |
| 184 | 3.45 | 1038 1/2 | 1.50 |
| 186 | \$1.45 | 1039 | 1.80 |

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/4 lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c. **Black Sheets—Full Sheets**, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. **Corrugated—Ptd.**, 28 Ga., \$6.75; Galv., 26 Ga., \$10.50; Galv. 28 Ga., \$9.50; **Rock Face Siding**, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 10c full sheet. **Galvanized Flat**, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet. **Galvanized, Corrugated**, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open. **Painted, Corrugated**, 28-gauge, 6 to 10 feet, open.

SHIELDS—

| Diamond—Expansion | % each | Diamond—Lead | % each |
|-----------------------|--------|----------------------------|--------|
| 3-16, each.....\$.05 | | 1/4 x 1/4, each.....\$.04 | |
| 1/2, each......06 | | 3-16 x 1/4 each......04 | |
| 5-16, each......07 | | 3-16 x 1 each......04 | |
| 3/4, each......08 | | 1/4 x 1/2 each......06 | |
| 1, each......12 | | 1/4 x 1 each......06 | |
| 3/2, each......15 | | 5-16 x 1 each......07 | |

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. **Mule—No. 00 & 0, 12c lb.**; 1, 11 1/4c; 2 & larger, 11c. **Cast Sleigh—Flat**, 9c lb.; **Concave or Convex**, 10c lb.

SHOT—Air Rifle, No. 25 (bulk), 20c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. **Balls**, Nos. 0, 00, 000 20c lb. **Buck**, Nos. 1, 2, 3, 20c lb. **Drop**, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point—No. 102, \$2.35 each; 201, \$2.00; 401, \$1.75; 1003, \$2.00; 1004, \$2.00; 1005, \$2.25.

D Handle, Square Point—No. 104, \$2.35 each; 203, \$2.00; 307, \$2.50; 403, \$1.75; 404B, \$1.75; 1009, \$2.25; 1010, \$2.25; 1111, \$2.00; 1112, \$2.00.

Long Handle, Round Point—No. 200, \$2.00 each; 300, \$2.00; 400, \$1.75; 400A, \$2.00; 700, \$2.00; 701, \$2.25; 800, \$2.25; 801, \$2.25; 1000, \$2.00; 1001, \$2.00; 1002, \$2.25.

Long Handle, Square Point—No. 103, \$2.35 each; 202, \$2.00; 304, \$2.25; 402, \$1.75; 702, \$2.25; 1006, \$2.00; 1007, \$2.00; 1008, \$2.25.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

| SLEDs—Hand and Coaster. | Jr. Racer | Racer |
|-------------------------|-----------|------------|
| Flexible Flyer— | | |
| No. 1 | \$3.00 | |
| No. 2 | 3.50 | |
| No. 3 | 4.50 | |
| No. 4 | 5.50 | |
| No. 5 | 7.50 | |
| No. 6 | 15.00 | |
| | | Tux. Racer |
| | | Fire Fly |
| | | No. 9 |
| | | No. 10 |
| | | No. 11 |
| | | No. 12 |

SMOOTH-ON—75c lb.

SOLDER—1/4 and 1/2, 55c lb.; No. 1, 90-100, 49c lb.; **Wiping**, 40-60, 50c lb.; **Wire**, 50-50, 60c lb.; **Electrical Wire**, 40-60, 50c lb.

SNIPS, TINNERS'—Wiss, Regular—No. W6 1/2, \$3.75 pair; W7, \$3.15; W8, \$2.50; W9, \$2.20; W10, \$2.00; W11, \$1.50; W12, \$1.25. **Wiss, Curved Blade**—W6 1/2 CB, \$5.40 pair; W7CB, \$4.40; W8CB, \$3.75; W9CB, \$3.45; W10CB, \$3.15; W11CB, \$2.50; W12CB, \$2.20.

SQUARES—Steel—

| No. | Each | No. | Each |
|-----|--------|----------|------|
| 3 | \$1.75 | 3 B, 3 G | 2.35 |

| | | | |
|------------|--------|--------------|------|
| 10 | 1.25 | 100 R B T D | 3.75 |
| 14 | 1.50 | 100 R G T D | 3.75 |
| 14 B, 14 G | 2.25 | 101 | 2.00 |
| 22 | 1.15 | 1016, 1018 | 3.50 |
| 24 | 1.25 | 100 B, 100 G | 1.85 |
| 27 | 1.35 | 100 C R | 3.00 |
| 100 | 1.25 | 100 G V R | 1.85 |
| 100 A | \$3.00 | 100 R | 3.50 |

Try and Mitre

| | | | |
|---------|------|----------|------|
| 2 6 | .75 | 15 7 1/2 | 1.15 |
| 2 7 1/2 | .85 | 20 4 1/2 | .45 |
| 2 9 | 1.00 | 20 6 | .55 |
| 12 4 | .45 | 20 7 1/2 | .65 |
| 12 6 | .50 | 20 9 | .75 |
| 12 8 | .65 | 20 10 | .85 |
| 12 10 | .85 | 20 12 | 1.00 |

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c; 112, 65c; 115 to 117, \$1.25; 118 to 120, \$1.00; 121 to 123, 75c; 124 to 126, 75c; 133 to 135, \$1.00; 136 to 138, 65c; 142 to 144, 50c; 145 to 147, 35c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c; 44, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.5c; 42, 20c.

SPRAY PUMPS—Faultless, Tin, each, 60c; **Barnes No. 254**, \$4.50; **Barnes No. 276**, \$7.00.

STAPLES—Netting, Galv., 15c lb.; **Barbed Wire**, Polished, 7 1/2 c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
Caliper Rules, 40% above list.
Thickness Gauges, 40% above list.
Steel Tables, 40% above list.
All other items, 25% above list.
G. & P. GOODS—Hack Saw Frames—69, \$1.75 69B, \$1.50 247, \$2.00 5, \$.50 14, \$2.00

STOCKS & DIES—

Green River List plus 25%
Little Giant, List plus 25%
Armstrong No. 1 pipe \$5.85
No. 2.....7.80
No. 2 1/2.....8.50
No. 3, 1 1/4 to 2.....12.00
No. 3, 1 to 2.....15.60
Common No. 1 pipe..\$7.75
No. 2.....9.90
Stocks Only—
Common No. 1 Pipe \$2.75
Common No. 2 Pipe 4.75
Armstrong No. 2.....8.50
No. 3.....5.35

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
1/2 inch.....\$1.25
3/4 inch.....1.75
No. 30 High Grade "Cap", Pattern T or Lever Handle—
Rough Brass, Iron Pipe Threads
1/2 inch.....\$1.50
3/4 inch.....2.10
1 inch.....2.50
1 1/2 inch.....3.75

STOVES—Common Air-Tights—

No. 16 Unlined.....\$2.25
No. 18 Unlined.....3.00
No. 20 Lined.....4.00
No. 22 Lined.....\$4.50
No. 24 Lined.....5.00
No. 26 Lined.....6.00

STRIP—Weather—Rubber, 1/2-in. 8c per ft; 3/4-in. 4c ft.

SUPPORTS—Wagon Tongue—

| No. in. | Price | No. in. | Price |
|---------|--------|---------|--------|
| 1 | \$1.50 | 2 | \$2.00 |
| 3 | | 4 | \$2.75 |

SWEEPERS, CARPET—Bissell's—American Queen (N), \$4.75 each; **Club (N)**, \$8.50; **Grand Rapids (N)**, \$4.25; **Grand Rapids (J)**, \$3.75; **Parlor Queen (N)**, \$5.50; **Princess (N)**, \$4.50; **Superba (N)**, \$6.50; **Universal (N)**, \$4.00; **Universal (J)**, \$3.50.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut—3, 35c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 434 Cut, or 484 Wire 1/4 lb. papers—8, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. **438 Cut**, or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6, 7 1/2c; 8, 7 1/2c; 10, 7 1/2c. **No. 495 Wire in bulk**—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. **Gimp**—No. 324, 2 1/2, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. **Upholsterers'**—No. 304 Cut, 1/4 lb. papers—1 1/2 15c box; 2, 15c; 2 1/2, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. **No. 305, Cut**, or 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. **Double Pointed—Blued**, 1/4 lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. **Blued in bulk**—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPS—Machine Hand—

| | | | |
|----------------------------|-----|-------------|-----|
| 1-16 to 15-64 | 80% | 1 1-16 to 2 | 20% |
| 1/4 to 1 | 80% | Stove Bolt— | |
| 1 1-16 to 2 | 20% | 3-16 | 30% |
| Left Hnd Dbl list plus 20% | | 1/4 to 1/2 | 25% |
| Machine Screw— | | Pipe— | |
| 1 1/2 to 12 | 35% | 1/2 to 2 | 40% |
| 14 to 24 | 35% | 2 1/2 to 3 | 30% |
| Machine Nut— | | 3 1/2 to 4 | 20% |
| 3-16 to 1 | 80% | | |

RETAIL SELLING PRICES—Continued.

TAPES—

| Starrett | Larkin | No. 505, | 50-ft. | 243 | 4.00 |
|------------------|--------|----------|------------------|--------|------|
| No. 510, 25-ft. | 260 | \$3.85 | No. 505, 75-ft. | 245 | 5.25 |
| No. 510, 50-ft. | 263 | 4.85 | No. 505, 100-ft. | 246 | 6.75 |
| No. 510, 75-ft. | 265 | 6.15 | Starrett | Larkin | |
| No. 510, 100-ft. | 266 | 7.75 | | 550 | 8.00 |
| No. 505, 25-ft. | 240 | 8.25 | | 553 | 8.75 |
| | 555 | 4.75 | | 105 | 6.25 |
| | 556 | 6.00 | | 1260 | 8.60 |
| | 100 | 4.00 | | 1263 | 4.50 |
| | 103 | 5.00 | | 1265 | 5.75 |

TEES—Stove Pipe—Cylinder—

| Asbestos 6 inch— | Adjustable 6 inch— |
|----------------------|--------------------|
| 6x4, each.....\$.90 | 4 to 8......65 |
| 6x6, each.....1.25 | 6 to 12......75 |
| 6x8, each.....1.65 | Adjustable 7 inch— |
| 8x6, each.....1.75 | 6 to 12......85 |

TENTS—

| Size | 8-oz. | 10-oz. | Poles & Stakes Per Set |
|-------------|---------|---------|------------------------|
| 7x7..... | \$10.40 | \$12.15 | \$2.35 |
| 7x9..... | 12.35 | 14.85 | 2.35 |
| 9x9..... | 14.25 | 16.65 | 2.35 |
| 9½x12..... | 16.75 | 19.55 | 3.25 |
| 12x14..... | 22.50 | 26.35 | 3.90 |
| 12x18..... | 27.75 | 32.45 | 5.30 |
| 14x16..... | 29.50 | 34.65 | 5.30 |
| 14x20..... | 36.65 | 42.55 | 6.20 |
| 16x18..... | 40.25 | 47.85 | 6.30 |
| 16x20..... | 44.35 | 51.75 | 6.50 |
| 16x24..... | 50.50 | 58.75 | 7.80 |
| 16x30..... | 61.10 | 71.25 | 8.45 |
| A or Wedge— | | | |
| 5x7..... | 6.50 | 7.55 | 1.95 |
| 7x7..... | 8.20 | 9.55 | 2.25 |
| 7x9..... | 9.80 | 11.50 | 2.60 |

Fly—½ price of tent. Pins, 8c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GAUGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

| Boilers, Coffee | 02 | ..... | 40 |
|------------------|-------|-------|-------|
| No. | 03 | ..... | 55 |
| 017..... | 04 | ..... | 35 |
| 018..... | 12 | ..... | 2.25 |
| 019..... | 14 | ..... | 3.00 |
| 027..... | 500 | ..... | 8.50 |
| 028..... | 502 | ..... | 4.50 |
| 029..... | 503 | ..... | 5.00 |
| 351½..... | 505 | ..... | 5.00 |
| 352..... | 510 | ..... | 7.00 |
| 353..... | | | |
| 354..... | | | |
| 355..... | | | |
| Boilers, Wash | | | |
| 8..... | | | |
| 9..... | | | |
| 028 A..... | | | |
| 28 A..... | | | |
| 29 A..... | | | |
| 0128 B..... | | | |
| 128 B..... | | | |
| 129 B..... | | | |
| 0228 B..... | | | |
| 229 B..... | | | |
| Bowls, Wash | | | |
| 06½..... | | | |
| 07..... | | | |
| 08..... | | | |
| 6½..... | | | |
| 7..... | | | |
| 8..... | | | |
| Buckets, Covered | | | |
| 11..... | | | |
| 11½..... | | | |
| 12..... | | | |
| 13..... | | | |
| 14..... | | | |
| Buckets, Dinner | | | |
| 1..... | | | |
| 2..... | | | |
| 3..... | | | |
| 04..... | | | |
| 30..... | | | |
| 40..... | | | |
| 600..... | | | |
| 650..... | | | |
| 674..... | | | |
| 675..... | | | |
| Cans, Milk | | | |
| 1..... | | | |
| 2..... | | | |
| 3..... | | | |
| 4..... | | | |
| 01..... | | | |

Moulds, All Kinds

| | | | |
|---------------------|------|---------------------|------|
| 1 Melon..... | 1.25 | 201 IC, Plain..... | .10 |
| 2 Melon..... | 1.85 | 201½ IC, Plain..... | .15 |
| 2 Pudding..... | 1.25 | 202 IC, Plain..... | .15 |
| 02..... | .90 | 203 IC, Plain..... | .15 |
| 3 Melon..... | 1.50 | 204 IC, Plain..... | .20 |
| 3 Pudding..... | 1.50 | 205 IC, Plain..... | .20 |
| 08..... | 1.10 | 206 IC, Plain..... | .25 |
| 4 Melon..... | 1.75 | 208 IC, Plain..... | .30 |
| 08..... | .15 | 2100 IC, Plain..... | .85 |
| 10..... | .30 | 2120 IC, Plain..... | .45 |
| 15..... | .35 | 300 IC, Ret..... | .15 |
| 25..... | .40 | 300½ IC, Ret..... | .15 |
| 61..... | .45 | 301 IC, Ret..... | .20 |
| 061..... | .40 | 301½ IC, Ret..... | .25 |
| 61½..... | .45 | 302 IC, Ret..... | .30 |
| 061½..... | .45 | 303 IC, Ret..... | .35 |
| 62..... | .50 | 304 IC, Ret..... | .35 |
| 062..... | .50 | 305 IC, Ret..... | .40 |
| 63..... | .65 | 306 IC, Ret..... | .45 |
| 063..... | .60 | 308 IC, Ret..... | .50 |
| 80..... | .30 | 3100 IC, Ret..... | .60 |
| Pails, Dairy | | 3120 IC, Ret..... | .75 |
| 10..... | .65 | 504 IX, Ret..... | .40 |
| 12..... | .75 | 505 IX, Ret..... | .45 |
| 14..... | .85 | 506 IX, Ret..... | .50 |
| 40..... | .30 | 508 IX, Ret..... | .55 |
| 50..... | .35 | 510 IX, Ret..... | .60 |
| 60..... | .35 | 512 IX, Ret..... | .75 |
| 80..... | .40 | Pans, Muffin | |
| 100..... | .45 | 6..... | .25 |
| 104..... | 1.10 | 8..... | .30 |
| 105..... | 1.00 | 9..... | .40 |
| 120..... | .50 | 12..... | .45 |
| 124..... | 1.25 | Pots, Coffee | |
| 125..... | 1.15 | 1..... | .80 |
| 140..... | .60 | 1½..... | .85 |
| 144..... | 1.50 | 2..... | .40 |
| 145..... | 1.25 | 3..... | .45 |
| 200..... | .80 | 4..... | .50 |
| 220..... | 1.00 | 6..... | .80 |
| 240..... | 1.10 | Scoops | |
| 410..... | 1.25 | 0..... | .15 |
| 412..... | 1.85 | 000..... | .20 |
| 414..... | 1.50 | 2..... | .40 |
| 512..... | 2.00 | 3..... | .45 |
| 514..... | 2.15 | 4..... | .50 |
| Pans, Dish | | 12..... | .20 |
| 8-IX Tin..... | .80 | 14..... | .25 |
| 10..... | .90 | 20..... | .45 |
| 14..... | 1.00 | 30..... | .65 |
| 17..... | 1.15 | 40..... | .80 |
| 21..... | 1.85 | 164..... | 1.85 |
| 10-IXX Tin..... | 1.10 | 165..... | 2.50 |
| 14..... | 1.35 | Sifters, Flour | |
| 17..... | 1.50 | 0..... | .35 |
| 21..... | 1.75 | 1..... | .30 |
| 17-IXXX Tin..... | 1.75 | 4..... | .45 |
| 21..... | 2.00 | 5..... | .25 |
| 30..... | 2.75 | 10..... | .35 |
| Pans, Milk | | 50..... | .35 |
| 200 IC, Plain..... | .10 | Fairy..... | .80 |
| 200½ IC, Plain..... | .10 | | |

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33½, \$9.00; 34, \$11.00.

TORCHES—Alcohol, No. 28, \$2.00 each.

Gasoline, No. 14, \$4.00 each; 37, \$6.75 each; 38, \$7.25 each; 31, \$7.75 each; 32, \$8.00 each; 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each. Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.

TRAPS—Fly—Paragon, 85c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.85; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 80c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.00 each; Out-O-Sight, \$1.25.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small, 75c; Holden, large, \$1.00.

TROUGH—

| Eaves— | 5 inch, per doz..... | .25 |
|----------------------|----------------------|-----|
| 4 in..... | 6 inch, per doz..... | .40 |
| 5 in..... | End Caps— | |
| 6 in..... | 4 in..... | .15 |
| Mitres— | 5 in..... | .20 |
| 4 in..... | 6 in..... | .25 |
| 5 inch..... | End Pc. Comp.— | |
| 6 in..... | 4 in..... | .25 |
| Hangers—Wire— | 5 in..... | .30 |
| 4 inch, per doz..... | 6 in..... | .35 |

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.
Standard, No. 55, 8 to 12 (177), \$1.00 each.
Diaston, No. 10, 10½ \$1.50 each 11, \$1.60 each; 11½,
\$1.65 each; 12, \$1.75 each; 13, \$1.85 each; 14, \$2.00 each.
Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each;
11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNES—Cupboard—Brass Plated—Small, 30c; large, 35c.

WIRE—Plain Fence—

| | |
|---|--------|
| Black—Nos. 6 to 16, 5 to 24-lb. lots..... | \$.08 |
| Galvanized—Nos 6 to 16, 5 to 24-lb. lots..... | .10 |
| Black, 1 to 5-lb..... | \$.10 |
| Galv., 1 to 5-lb..... | .12 |

Barbed Fence—

| | |
|---|--|
| Glidden Ptd, \$6.80; Glidden Galv, \$7.00; Baker Ptd, \$6.55; | |
| Baker Galv, \$7.25; Waukegan Galv, \$8.00; Am. Spel | |
| Galv., 80 rd spia, ea., \$4.45; Glidden 80 rd spia, \$5.90; | |
| Baling Wire—14 Ga., Full Colls, \$6.55 100 lb.; 15 Ga. | |
| \$6.65; 16 Ga. \$6.75. | |

Broken Colls—1 to 24-lb. add 8c lb.; 25 to 50-lb. add 2c
lb.; 50 to 100-lb. add 1 c lb.

Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25

ZINC—Full Sheets, 40c lb.: less than Sheets, 50c lb.

Digitized by Google

WHERE TO BUY

Classified list of the products of progressive manufacturers—Goods that can be depended upon. Note carefully our advertising pages for particulars, or address our information department.

AIR PUMPS

Curtis Pneu. Machinery Co., St. Louis, Missouri.

AIR HOSE

Chicago Tubing & Braiding Co., Chicago, Ill.

AIR VALVES

Beaton & Cadwell Mfg. Co., New Britain, Conn.

ALUMINUM GOODS

Aluminum Goods Mfg. Co., Manitowoc, Wis.

Buckeye Aluminum Co., Wooster, O.

AMMUNITION

Giant Powder Co., San Francisco, Cal.

Peters Cartridge Co., Cincinnati, O.; San Francisco, Cal.

Remington Arms, U. M. C. Co., New York, N. Y.

Winchester Repeating Arms Co., New Haven, Conn.

ASBESTOS FURNACE CEMENT

Wm. Connors Paint Mfg. Co., Troy, New York.

AUGER BITS

James Swan Co., Seymour, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Progressive Mfg. Co., Torrington, Ct.

AUTOMOBILE ACCESSORIES AND SUPPLIES

Apco Mfg. Co., Providence, R. I.

American Chain Co., Bridgeport, Conn.

Automobile Accessories Co., Baltimore, Maryland.

Atlas Auto Supply Co., Chicago, Ill.

Baker, Hamilton & Pacific Co., San Francisco, Calif.

Buffum Tool Co., Louisiana, Mo.

Century Plainfield Tire Co., Plainfield, N. J.

Chicago Tubing & Braiding Co., Chicago, Ill.

Cumming-Forster Corp., Chicago, Ill.

Curtis Pneu. Machinery Co., St. Louis, Missouri.

Diamond Rubber Co., Akron, Ohio.

Dreadnaught Tire & Rubber Co., Baltimore, Md.

Dunham, Carrigan & Hayden, San Francisco, Cal.

G. & J. Tire Co., New York, N. Y.

Gillette Rubber Co., New York, N. Y.

B. F. Goodrich Co., Akron, Ohio.

Emil Grossman Mfg. Co., Brooklyn, N. Y.

L. P. Halladay Co., Streator, Ill.

J. H. Haney & Co., Hastings, Neb.

Hartford Rubber Works, New York.

Honeyman Hardware Co., Portland, Or.

Joseph Dixon Crucible Co., Jersey City, N. J.

King Lock Company, Chicago, Ill.

Lane Bros. Co., Poughkeepsie, N. Y.

Will B. Lane, Chicago, Ill.

Machine Appliance Corporation, Brooklyn, N. Y.

McGraw Tire & Rubber Co., East Palestine, Ohio.

Frank Mossherg Co., Attleboro, Mass.

Motor Car Supply Co., Chicago, Ill.

Mound Tool Co., St. Louis, Mo.

Romort Mfg. Co., Oakfield, Wis.

Revere Rubber Co., New York, N. Y.

Royal Mfg. Co., Rahway, N. J.

R. F. Sedgley, Philadelphia, Pa.

Stanley Works, New Britain, Conn.

States Chemical Co., Chicago, Ill.

Staybestos Mfg. Co., Germantown, Pa.

Strevel-Paterson Hardware Co., Salt Lake City, Utah.

Salt Lake Hardware Co., Salt Lake City, Utah.

Simmons Hdwe. Co., St. Louis, Mo.

Thermoid Rubber Co., Trenton, N. J.

New York, Chicago, San Francisco and Los Angeles.

Union Hdwe. & Metal Co., Los Angeles, Cal.

U. S. Tire Co., New York, N. Y.

Tritch Hardware Co., Denver, Colo.

AXES

Simmons Hdwe. Co., St. Louis, Mo.

BABBITT METAL

Whitaker-Glessner Co., Wheeling, W. Va.

BABY CHAIRS

Perfection Mfg. Co., St. Louis, Mo.

BAKING PANS

Whitaker-Glessner Co., Wheeling, W. Va.

BALANCES—Spring

John Chatillon & Sons, New York.

BALL COCKS

Boston Brass Co., Waltham, Mass.

BARB WIRE

American Steel & Wire Co., Chicago, Ill.; San Francisco and Los Angeles, Cal.; Portland, Ore., and Seattle.

Pittsburgh Steel Co., Pittsburgh and San Francisco.

BARN DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Illinois.

Lane Bros. Co., Poughkeepsie, N. Y.

Richards-Wilcox Mfg. Co., Aurora, Ill.

Safety Door Hanger Co., Ashland, O.

Stanley Works, New Britain, Conn.

Wagner Mfg. Co., Cedar Falls, Iowa.

BARN DOOR LATCHES

P. & F. Corbin, New Britain, Conn.

Lane Bros. Co., Poughkeepsie, N. Y.

Stanley Works, New Britain, Conn.

BIRD CAGES AND SUNDRIES

O. Lindemann & Co., New York, N. Y.

BITS

Buffum Tool Co., Louisiana, Mo.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Progressive Mfg. Co., Torrington, Ct.

BLACKSMITHS' SUPPLIES

Buffum Tool Co., Louisiana, Mo.

Buffalo Forge Co., Buffalo, N. Y.

BLOWERS

Champion Blower & Forge Co., Lancaster, Pa.

BOILER GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.

BOILER HANDLES

Berger Bros. Co., Philadelphia, Pa.

BOLT CASES

American Bolt & Screw Case Co., Dayton, O.

Duluth Show Case Co., Duluth, Minn.

BOLT CLIPPERS

H. K. Porter Co., Everett, Mass.

BOLTS—Door

Bommer Bros., Brooklyn, N. Y.

Chicago Spring Butt Co., Chicago, Ill.

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

The Stanley Works, New Britain, Ct.

BOX OPENERS

Bridgeport Hdwe. Mfg. Co., Bridge-
port, Conn.

BRACES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

BRACKETS—Shelf

Atlas Mfg. Co., New Haven, Conn.

P. & F. Corbin, New Britain, Conn.

The Stanley Works, New Britain, Ct.

BRAKE LINING

Johns-Manville Co., New York, N. Y.

Staybestos Mfg. Co., Germantown, Pa.

Thermoid Rubber Co., Trenton, N. J.

New York, Chicago, San Francisco and Los Angeles.

BRAZIERS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

Turner Brass Works, Sycamore, Ill.

BROOMS

Lee Broom & Duster Co., Lincoln, Neb.

BUILDERS' HARDWARE

P. & F. Corbin, New Britain, Conn.

Corbin Cabinet Lock Co., New Brit-
ain, Conn.

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

Russell & Erwin Mfg. Co., New Brit-
ain, Conn.

Sargent & Company, New Haven, New
York, Boston, Chicago, San Francisco.

BUTTS

The Chicago Spring Butt Co., Chicago.

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CANS AND SPECIALTIES

Stuber & Kuck, Peoria, Ill.

CASH REGISTERS

National Cash Register Co., Dayton, O.

CASTERS

Bassick Co., Bridgeport, Conn.

Faultless Caster Co., Evansville, Ind.

CATCHES—Transom

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

CEILING PLATES

Beaton & Corbin Mfg. Co., South-
ington, Conn.

CELLAR WINDOW SETS

Shelby Spring Hinge Co., Shelby, O.

Stanley Works, New Britain, Conn.

CHAIN

American Chain Co., Bridgeport, Conn.

The Cleveland Galvanized Works,
Cleveland, Ohio.

CHAIR TIPS

Elastic Tip Co., Boston, Mass.

CHEMICAL ENGINES

O. J. Childs Co., Utica, N. Y.

CHERRY SEEDERS

Enterprise Mfg. Co., Philadelphia, Pa.

Schroeter Bros. Hardware Co., St.
Louis, Mo.

CHISELS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

CLEAVERS—Butcher's

John Chatillon & Sons, New York.

CLIPPERS

H. K. Porter, Everett, Mass.

CLOCKS

New Haven Clock Co., New Haven,
Conn.

COAT AND HAT HOOKS

Atlas Mfg. Co., New Haven, Conn.

Shelby Spring Hinge Co., Shelby, O.

CONCRETE MIXERS

Lansing Wheelbarrow Co., San Fran-
cisco, Cal.

COPPER GASKETS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

CORDAGE

Columbian Rope Co., Auburn, N. Y.

Portland Cordage Co., Portland, Ore.

Samson Cordage Works, Boston, Mass.

CUTLERY

Geneva Cutlery Co., Geneva, N. Y.

John Chatillon & Sons, New York.

International Silver Co., Meriden, Ct.

Ontario Knife Co., Franklinville, N. Y.

DIES

Greenfield Tap and Die Corporation,
Greenfield, Mass.

WHERE TO BUY—Continued

DOOR HANGERS

Hunt, Helm, Ferris & Co., Harvard, Ill.
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Safety Door Hanger Co., Ashland, O.
Stanley Works, New Britain, Conn.
Wagner Mfg. Co., Cedar Falls, Iowa.

DOOR LATCHES

Lane Bros. Co., Poughkeepsie, N. Y.
The Stanley Works, New Britain, Ct.

DOOR PULLS

Bommer Brothers, Brooklyn, N. Y.

DOOR SPRINGS

Chicago Spring Butt Co., Chicago, Ill.

DRAG SAWS

R. M. Wade & Co., Portland, Ore.

DRINKING FOUNTAINS

Buffum Tool Co., Louisiana, Mo.
M. L. Kline, Portland, Ore.

DRILLS

Buffalo Forge Co., Buffalo, N. Y.
Champion Blower & Forge Co., Lancaster, Pa.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DUMBWAITERS

Sedgwick Machine Works, New York.

DUSTERS

Lee Broom & Duster Co., Lincoln, Neb.

DYNAMITE

Dupont Powder Co., Wilmington, Del.
Giant Powder Co., San Francisco, Cal.
Hercules Powder Co., Wilmington, Del., and San Francisco.

ELEVATORS

Sedgwick Machine Works, New York.

ENAMELED WARE

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn, N.Y.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.

ENGINES

Lansing Wheelbarrow Co., San Francisco, Cal.
Woodin & Little, San Francisco, Cal.

ESCUTCHEONS

P. & F. Corbin, New Britain, Conn.

Shelby Spring Hinge Co., Shelby, O.

EXPANSION BOLTS

Parker Supply Co., New York, N. Y.

EXPLOSIVES

Hercules Powder Co., Wilmington, Delaware and San Francisco, Cal.

FASTENERS—Casement Window

Shelby Spring Hinge Co., Shelby, O.

FAUCETS

Thos. Savill's Sons, Philadelphia, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.

FENCE

United States Steel Products Co., San Francisco, Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.

FENCE WIRE

Pittsburgh Steel Co., Pittsburgh and San Francisco.

FILES

Delta File Works, Philadelphia, Pa.
Henry Diaston & Sons, Philadelphia.
Nicholson File Co., Providence, R. I.
McCaffrey File Co., Philadelphia, Pa.
Simonds Mfg. Co., Fitchburg, Mass.

FIRE APPARATUS

O. J. Childs Co., Utica, N. Y.

FIREARMS

Colt's Patent Firearms Co., Hartford, Conn.
Remington Arms Co., New York and San Francisco.

FIRE POTS

Clayton & Lambert Mfg. Co., Detroit, Michigan.

FISHING TACKLE

J. A. Welsh, Pasadena, Cal.

FITTINGS

Central Foundry Co., New York.
M. L. Kline, Portland, Ore.
Rhode Island Fittings Co., Hillsboro, R.

FLOOR AND CEILING PLATES

Beaton & Oadwell Mfg. Co., New Britain, Conn.
Beaton & Corbin Mfg. Co., Southington, Conn.

FLOUR SIFTERS

Fred J. Meyers Mfg. Co., Hamilton, O.

FLY TRAPS

A. B. Avis, Pomona, Cal.

FOOD CHOPPERS

Enterprise Mfg. Co. of Pa., Philadelphia, Pa.
Russell & Erwin Mfg. Co., New Britain, Conn.

FORGES

Buffalo Forge Co., Buffalo, N. Y.
Champion Blower & Forge Co., Lancaster, Pa.

FRY PANS

Central Stamping Co., New York, N.Y.
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling, W. Va.

FURNACES

Culter & Procter Steel Co., Peoria, Illinois.
Mangrum & Otter, San Francisco, Cal.

FURNITURE SLIDES

Universal Caster & Foundry Co., Newark, N. J.

GALL CURE

Williamson Mfg. Co., Sheffield, Ill.

GALVANIZED GOODS

Wheeling Corrugating Co., Wheeling, W. Va.

GARAGE EQUIPMENT

Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Hunt, Helm, Ferris & Co., Harvard, Ill.
The Stanley Works, New Britain, Ct.

GARDEN TOOLS

Buffum Tool Co., Louisiana, Mo.
J. E. Gilson Co., Port Washington, Wis.
C. S. Norcross & Sons, Bushnell, Ill.
Union Fork & Hoe Co., Columbus, O.

GASOLINE ENGINES

Woodin & Little, San Francisco, Cal.

GAS RANGES

James Graham Mfg. Co., San Francisco.

GASOLINE TORCHES

Clayton & Lambert Mfg. Co., Detroit, Michigan.
Otto Berns, Newark, N. J.

GRAPHITE

Joseph Dixon Crucible Co., Jersey City, N. J.; San Francisco, Cal.

GRAPHITE PAINT

Joseph Dixon Crucible Co., Jersey City, New Jersey.

GRASS CATCHERS

Philadelphia Lawn Mower Co., Philadelphia, Pa.
Specialty Mfg. Co., St. Anthony Park, Minnesota.

HAMMERS

Wm. Rose & Bros., Sharon Hill, Pa.
Vaughan & Bushnell Mfg. Co., Chicago, Ill.

HANDLES

Buffum Tool Co., Louisiana, Mo.
Ivory Handle Co., Hope, Ark.

HAND FIRE EXTINGUISHERS

O. J. Childs Co., Utica, N. Y.

HAND CARTS

Lansing Wheelbarrow Co., San Francisco, Cal.

HANGING SCALES

Pelouse Mfg. Co., Chicago, Illinois.
Triner Scale Co., Chicago, Ill.

HARDWARE FIXTURES

Duluth Show Case Co., Duluth, Minn.

HARDWARE SHELVING

Duluth Show Case Co., Duluth, Minn.

HARDWARE SPECIALTIES

Bridgeport Hardware Mfg. Co., Bridgeport, Conn.
Buffum Tool Co., Louisiana, Mo.
Crescent Tool Co., Jamestown, N. Y.
Delta File Works, Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fred J. Meyers Mfg. Co., Hamilton, O.
Lane Bros. Co., Poughkeepsie, N. Y.
Lufkin Rule Co., Saginaw, Mich.
Richards-Wilcox Mfg. Co., Aurora, Ill.
Salt Lake Hardware Co., Salt Lake City, Utah.

Schroeter Bros. Hardware Co., St. Louis, Mo.
Shelby Spring Hinge Co., Shelby, O.
Simmons Hdw. Co., St. Louis, Mo.
Stanley Works, New Britain, Conn.
Stravell-Paterson Hdw. Co., Salt Lake.
Thomson-Diggs Co., Sacramento, Cal.

HARNESS HARDWARE

Covert Mfg. Co., Troy, N. Y.

HINGES

Bommer Brothers, Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.
The Chicago Spring Butt Co., Chicago.
Shelby Spring Hinge Co., Shelby, O.
Stanley Works, New Britain, Conn.
Superior Spring Hinge Co., Chicago and Los Angeles.

HOLLOW HANDLE TOOL KITS

Bridgeport Hdw. Mfg. Co., Bridgeport, Conn.

HOOK AND EXPANSION PLATES

Beaton & Oadwell Mfg. Co., New Britain, Conn.

HORSE SHOES

Phoenix Horse Shoe Co., Chicago, Ill.
United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.

HOSE

Goodyear Rubber Co., San Francisco.
Thermoid Rubber Co., Trenton, N. J.
New York, Chicago, San Francisco and Los Angeles.

HOSE COUPLING

Stuber & Kuck, Peoria, Ill.

HOSE MENDERS

Stuber & Kuck, Peoria, Ill.

HOSE REELS

Specialty Mfg. Co., St. Anthony Park, Minnesota.

HOUSEHOLD GOODS

Aluminum Goods Mfg. Co., Manitowish, Wis.
American Steel Wool Co., New York, N. Y.
Baker, Hamilton & Pacific Co., San Francisco.
Central Stamping Co., New York, N. Y.
Cordley & Hayes, New York, N. Y.
Corning Glass Works, Corning, N. Y.
Dunham, Carrigan & Hayden, San Francisco, Cal.
The Handy Mfg. Co., Chicago, Seattle.
Jensen, King, Byrd Co., Spokane, Wn.
Lalanc & Grosjean Mfg. Co., New York, Chicago and San Francisco.
Landers, Frary & Clark, New Britain, Connecticut.

Fred J. Meyers Mfg. Co., Hamilton, O.
Mangrum & Otter, San Francisco, Cal.
New York Stamping Co., Brooklyn, N. Y.
Nu-Sink Co., Los Angeles and San Francisco, Cal.

Ontario Knife Co., Franklinville, N. Y.
Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.

Stravell-Paterson Hardware Co., Salt Lake City, Utah.

United Royalties Corporation, N. Y.
Wheeling Corrugating Co., Wheeling, W. Va.

ICE CREAM FREEZERS

North Bros. Mfg. Co., Philadelphia.

ICE SCALES

Pelouse Mfg. Co., Chicago, Ill.
Triner Scale Co., Chicago, Ill.

IRON AND STEEL

United States Steel Products Co., San Francisco, Los Angeles, Portland and Seattle.
Wheeling Corrugating Co., Wheeling, W. Va.

JACKS—Carriage, Truck

Lane Bros. Co., Poughkeepsie, N. Y.

JAPANNED WARE

Schlueter Mfg. Co., St. Louis, San Francisco, Seattle, Denver.

JOIST HANGERS

Lane Bros. Co., Poughkeepsie, N. Y.

KE-LES LOCKS

Cumming-Forster, Corp., Chicago, Ill.

KICK PLATES

Bommer Bros. Co., Brooklyn, N. Y.
Shelby Spring Hinge Co., Shelby, O.

WHERE TO BUY—Continued

KNIVES

John Chatillon & Sons, New York.
Ontario Knife Co., Franklinville, N. Y.

KNOBS—Door

P. & F. Corbin, New Britain, Conn.
Shelby Spring Hinge Co., Shelby, O.

LAWN MOWERS

Coldwell Lawn Mower Co., Newburgh,
N. Y., and Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Pennsylvania Lawn Mower Co., Phila-
delphia, Pa.

LAWN SPRINKLERS

Buffum Tool Co., Louisiana, Mo.
Enterprise Mfg. Co. of Pa., Philadel-
phia, Pa.
Stuber & Kuck, Peoria, Ill.
Thompson Mfg. Co., Los Angeles, Cal.

LAWN SWEEPERS

Philadelphia Lawn Mower Co., Phila-
delphia, Pa.

LENSES

Corning Glass Works, New York, N. Y.

LEVELS

Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Henry Diston & Sons, Philadelphia.
Stanley Rule & Level Co., New Brit-
ain, Conn.

LOCKS

P. & F. Corbin, New Britain, Conn.
Corbin Cabinet Lock Co., New Brit-
ain, Conn.
King Lock Company, Chicago, Ill.
Shelby Spring Hinge Co., Shelby, O.

MANUFACTURERS' AGENTS

Bailey & Drake Co., San Francisco.
A. H. Coates Co., San Francisco, Cal.
George E. Dalton, Los Angeles, Cal.
Norman Cowan, San Francisco, Cal.
W. D. Caldwell, San Francisco.
E. C. Coffin & Co., Salt Lake, Utah.
Horace Allen, San Francisco.
S. V. Armstrong, San Francisco.
Phil Bekeart Co., San Francisco.
W. F. Boardman & Co., San Fran-
cisco, Cal.
A. L. Conger Co., San Francisco.
Omer Cox, San Francisco.
A. W. Dow, San Francisco.
Geo. F. Eberhard Co., San Francisco.
Ewing-Lewis Co., San Francisco and
Los Angeles, Cal.
Griffith Sales Co., Sheldon Bldg., San
Francisco, Cal.
Edward Knoble & Son, Tacoma, Wash.
Chas. L. Lewis, San Francisco.
French & Linforth, San Francisco.
C. W. Gause Co., San Francisco.
W. H. Gilbert, San Francisco and Los
Angeles.
R. B. Hanna, Los Angeles.
Haven & Haven, San Francisco, Cal.
D. L. Herman, Seattle.
H. A. Heppner & Co., Portland.
Wm. P. Horn Co., San Francisco.
M. Howard, San Francisco.
Hughson & Merton, San Francisco.
C. N. & F. W. Jonas, Los Angeles, San
Francisco.
E. A. Keithley, San Francisco.
P. C. & A. E. Lowrey, San Francisco.
Lomax & Chapman, San Francisco, Cal.
O. A. Maydwell & Co., San Francisco.
Mayrant Conner, San Francisco.
McDonald & Linforth, San Francisco.
Morgan & Allen, San Francisco.
J. T. McDewitt, San Francisco.
T. D. McLean Co., Seattle.
Osgood & Howell, San Francisco.
Sanford Plummer, San Francisco.
A. Rannie, San Francisco.
O. S. Rhea, Berkeley, Cal.
Jno. T. Rowntree, San Francisco, Port-
land, Or., Los Angeles, Denver, Colo.
Rowntree & Wishon, San Francisco.
A. C. Rulofson, San Francisco and Los
Angeles, Portland, Seattle.
C. P. Rust & Co., San Francisco, Cal.
C. H. Smith & Bro., Los Angeles.
T. H. Speddy, San Francisco.
C. H. Staayan, San Francisco.
Eugene C. Saul, San Francisco.
Strimble & Cox, Seattle, Wash.
J. A. Tuthill, Los Angeles, Cal.
S. F. Wilbur Co., San Francisco, Cal.
Thomas A. Williams, Salt Lake.

S. G. Wilson, Los Angeles.
Fred P. Winchester, San Francisco.
John J. Wirtner, San Francisco.
Wright & Lacey, San Francisco.

MECHANICS' TOOLS

Buffum Tool Co., Louisiana, Mo.
The Keystone Mfg. Co., Buffalo, N. Y.
The James Swan Co., Seymour, Conn.

METAL LATH

Wheeling Corrugating Co., Wheeling,
W. Va.

METAL SHINGLES

Wheeling Corrugating Co., Wheeling,
W. Va.

MILK CANS

Sturges & Burn Mfg. Co., Chicago,
Ill.

MILLS—Coffee, Spice, Corn

Lane Bros. Co., Poughkeepsie, N. Y.

MITRE BOXES

H. C. Marsh Co., Rockford, Ill.

MITRE MACHINES

H. C. Marsh Co., Rockford, Ill.

NAILS

Atlas Tack Co., Fairhaven, Conn.
Pittsburgh Steel Co., Pittsburgh and
San Francisco.

NAIL CLIPS

H. C. Cook Co., Ansonia, Conn.

NAIL SETS

James Swan Co., Seymour, Conn.

NAILS, STAPLES, SPIKES

American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.

OIL GAUGES

Apco Mfg. Co., Providence, R. I.

OIL STOVES

George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.
Ringen Stove Co., St. Louis, Mo.

PAILS—Fibrotta

Cordley & Hayes, New York, N. Y.

PAINTS

The Brininstool Co., Los Angeles, Cal.
California Paint Co., Oakland, Cal.
Wm. Conners Paint Mfg. Co., Troy,
N. Y.
Joseph Dixon Crucible Co., Jersey City,
N. J.
Montauk Paint Mfg. Co., Brooklyn.
R. N. Nason & Co., San Francisco, Cal.
Simmons Hardware Co., St. Louis, Mo.
Salt Lake Hardware Co., Salt Lake
City, Utah.
Strevel-Paterson Hardware Co., Salt
Lake City, Utah.

PIPE

Central Foundry Co., New York.
Abendroth Bros., Port Chester, N. Y.
Alabama Flue & Foundry Co., Annis-
ton, Ala.
American Enameling Mfg. Corp., New
York, N. Y.
American Foundry & Pipe Co., Penns
Sta., Pa.
Annisston Foundry Co., Anniston, Ala.
Bessemer Soil Pipe Co., Bessemer, Ala.
Campbell Mfg. Co., Gadsden, Ala.
Casey Hedges Co., Chattanooga, Tenn.
Charlotte Pipe & Fdy. Co., Charlotte,
North Carolina.
Coosa Pipe & Foundry Co., Birming-
ham, Ala.
Crown Pipe & Fdy. Co., Jackson, O.
Gadsden Pipe Co., Gadsden, Ala.
Haines, Jones & Cadbury Co., Phila-
delphia, Pa.
J. D. Johnson Co., New York, N. Y.
Krupp Foundry Co., Lansdale, Pa.
Medina Foundry Co., Medina, N. Y.
National Foundry Co. of N. Y., Brook-
lyn, N. Y.
National Pipe & Foundry Co., Attalla,
Ala.
Reading Foundry & Supply Co., Read-
ing, Pa.
Salem Brass & Iron Mfg. Co., Salem,
New Jersey.
Sanitary Co. of America, Linfield, Pa.

Sommerville Iron Works, New York.
Standard Foundry Co., Anniston, Ala.
Superior Mfg. Co., Bessemer, Ala.
Union Foundry Co., Anniston, Ala.
A. Weiskittel & Son Co., Baltimore.
H. Wetter Mfg. Co., Memphis, Tenn.

PIPE BENDERS

Buffum Tool Co., Louisiana, Mo.

PIPE FITTINGS

Rhode Island Fittings Co., Hills Grove,
Rhode Island.

PIPE HANGERS

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

PIPE HOOKS

Berger Bros. Co., Philadelphia, Pa.

PIPE WRENCHES

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Trimont Mfg. Co., Roxbury, Mass.

PISTON RINGS

Automobile Accessories Co., Baltimore.

PIVOTS—Ball Bearing

Bommer Bros., Brooklyn, N. Y.

PLANES

Stanley Rule & Level Co., New Britain,
Conn.

PLASTERERS TOOLS

Wm. Rose & Bros., Sharon Hill, Pa.

PLATES—Kick

Bommer Bros., Brooklyn, N. Y.

PLIERS

Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

PLUMBING SPECIALTIES

Armstrong Mfg. Co., Bridgeport, Ct.
Buffum Tool Co., Louisiana, Mo.
C. F. Church Mfg. Co., Holyoke, Mass.
Otto Berns, Newark, N. J.
Boston Brass Co., Waltham, Mass.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Crescent Tool Co., Jamestown, N. Y.
Excelsior Bag & Mfg. Co., Troy, N. Y.
Hays Mfg. Co., Erie, Penn.
M. L. Kline, Portland, Ore.
Nye Tool & Machine Works, Chicago.
Rhode Island Fittings Co., Hills Grove,
Rhode Island.
Thos. Savill's Sons, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Turner Brass Works, Syracuse, Ill.

POLISHES

The Cedarwax Co., Los Angeles.

PRUNING HOOKS

Henry Diston & Sons, Philadelphia.

PRUNING SHEARS

Granucci Hardware Co., San Francisco.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.

PUMP VALVES AND PLUNGERS

Berger Bros. Co., Philadelphia, Pa.

PUMPS

Goulds Mfg. Co., Seneca Falls, N. Y.
Groetken Pump Co., Aurora, Ill.
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.
Pacific Pump & Supply Co., San Fran-
cisco, Cal.

PUSH PLATES

Bommer Bros., Brooklyn, N. Y.
P. & F. Corbin, New Britain, Conn.

RADIATOR VALVES—Key and Wood

Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.

RAILWAY CAR MOVERS

G. D. Rowell & Son, Appleton, Wis.

RANGES

Jas. Graham Mfg. Co., San Francisco,
California.
National Stove Co., Lorain, Ohio.
Ringen Stove Co., St. Louis, Mo., San
Francisco, Cal.

RAZORS

Geneva Outlery Co., Geneva, N. Y.

REAMERS

Greenfield Tap and Die Corporation,
Greenfield, Mass.

REFRIGERATORS

Baldwin Refrigerator Co., Burlington,
Vermont.
Maine Mfg. Co., Nashua, N. H.

WHERE TO BUY—Continued

- RIVETS**
Atlas Tack Co., Fairhaven, Conn.
Edwin B. Stimpson Co., Brooklyn, N.Y.
- RIVETING MACHINES**
F. H. Smith Mfg. Co., Chicago, Ill.
- ROASTERS**
Central Stamping Co., Brooklyn, N. Y.
- ROOFING CEMENT**
Wm. Connors Paint Mfg. Co., Troy, New York.
Philip Carey Co., Cincinnati, O.
- ROPE**
Columbian Rope Co., Auburn, N. Y.
Portland Cordage Co., Portland and Seattle.
- RULES**
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co., New Britain, Conn.
- SASH CORD**
Samson Cordage Works, Boston, Mass.
- SAWS**
Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
The Jas. Ohlen & Sons Saw Mfg. Co., Columbus, O.; San Francisco and Portland.
Simonds Mfg. Co., Fitchburg, Mass., San Francisco and Portland, Ore.
L. S. Starratt Co., Athol, Mass.
- SAW SETS**
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
- SCALES**
John Oatillon & Sons, New York.
Detroit Automatic Scale Co., Detroit, Mich.
Pelouze Mfg. Co., Chicago, Ill.
Triner Scale & Mfg. Co., Chicago.
- SCREW CASES**
American Bolt & Screw Case Co., Day-
ton, O.
Duluth Show Case Co., Duluth, Minn.
- SCREW DRIVERS**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hardware Mfg. Corp.,
Bridgeport, Conn.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
Henry Diaston & Sons, Philadelphia.
Goodell-Pratt Co., Greenfield, Mass.
North Bros., Philadelphia, Pa.
The James Swan Co., Seymour, Conn.
Stanley Rule & Level Co., New Brit-
ain, Conn.
- SCREEN DOOR SETS**
Bommer Bros., Brooklyn, N. Y.
Chicago Spring Butt Co., Chicago, Ill.
Stanley Works, New Britain, Conn.
- SHARPENING MACHINE**
Hyfield Mfg. Co., New York, N. Y.
- SHEATHING PAPER**
Brown Company, Portland, Maine.
- SHEETS**
Brier Hill Steel Co., Youngstown, O.,
and San Francisco.
- SHEEP SHEARING MACHINES
AND TOOLS**
Chicago Flexible Shaft Co., Chicago.
- SHEETS—Black and Galvanized**
Wheeling Corrugating Co., Wheeling,
W. Va.
- SHOTGUN SHELLS**
Peters Cartridge Co., San Francisco
and Cincinnati, O.
- SHOW CASES**
Duluth Show Case Co., Duluth, Minn.
- SKILLETS**
New York Stamping Co., Brooklyn.
Wheeling Corrugating Co., Wheeling,
W. Va.
- SLIDING DOOR LATCHES**
Lane Bros. Co., Poughkeepsie, N. Y.
Richards-Wilcox Mfg. Co., Aurora, Ill.
- SNAPS**
Covert Mfg. Co., Troy, N. Y.
- SPARK PLUGS**
Cumming Forster Corp., Chicago, Ill.
Emil Grossman Mfg. Co., Brooklyn,
N. Y.
- SPITTOONS—Fibrotta**
Cordley & Hayes, New York City,
N. Y.
- SPORTING GOODS**
Colt's Patent Firearms Co., Hartford,
Conn.
Du Pont Powder Co., Wilmington, Del.
Honeyman Hardware Co., Portland, Or.
Jensen, King, Byrd Co., Spokane, Wa.
Peters Cartridge Co., Cincinnati, O.
Remington Arms Co., New York and
San Francisco.
Strevell-Paterson Hardware Co., Salt
Lake City, Utah.
T. E. Wilson & Co., Chicago, Ill.
Winchester Repeating Arms Co., New
Haven, Conn.
- SPRAYING OUTFITS**
Goulds Mfg. Co., Seneca Falls, N. Y.
- SPRINKLERS AND HOLDERS**
Beaton & Cadwell Mfg. Co., New Brit-
ain, Conn.
- STAMPED STEEL HARDWARE**
Shelby Spring Hinge Co., Shelby, O.
- STEELS—Butcher's**
John Oatillon & Sons, New York.
- STEEL WOOL**
American Steel Wool Co., New York,
N. Y.
- STOCKS AND DIES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- STOVES**
George M. Clark & Co., Division Amer-
ican Stove Co., Chicago and San
Francisco.
Culter & Proctor Stove Co., Peoria, Ill.
Heese Snyder Mfg. Co., Massillon, O.
Jas. Graham Mfg. Co., San Francisco.
Jensen, King, Byrd Co., Spokane, Wa.
National Stove Co., Lorain, Ohio.
Ringgen Stove Co., St. Louis, Mo., San
Francisco, Cal.
Spokane Stove Repair Works, Spokane,
Washington.
- STOVE PIPE CRIMPER**
Packham Crimper Co., Mechanicsburg,
Ohio.
- STOVE PUTTY**
William Connors Paint Mfg. Co., Troy,
New York.
- STOVE REPAIRS**
Myer S. Rubens, Spokane, Wash.
Spokane Stove Repair Works, Spo-
kane, Wash.
- TACKS**
Atlas Tack Co., Fairhaven, Conn.
- TACKLE BLOCKS—Automatic**
Lane Bros. Co., Poughkeepsie, N. Y.
- TANKS—Pneumatic Water Supply**
Wm. B. Sealife & Sons, Pittsburgh, Pa.
- TAPS AND DIES**
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- TAPES**
Lufkin Rule Co., Saginaw, Mich.
L. S. Starratt Co., Athol, Mass.
- THREADING MACHINES**
Armstrong Mfg. Co., Bridgeport, Ct.
Greenfield Tap and Die Corporation,
Greenfield, Mass.
- TIMBER HANGERS**
Lane Bros. Co., Poughkeepsie, N. Y.
- TINWARE**
Central Stamping Co., New York, N. Y.
Schlueter Mfg. Co., St. Louis, San
Francisco, Seattle, Denver.
- TIRES**
Century Plainfield Tire Co., Plainfield,
N. J.
Diamond Rubber Co., Akron, San
Francisco and Seattle.
- Dreadnaught Tire & Rubber Co., Balti-
more, Md.
B. F. Goodrich Co., Akron, Ohio.
Gillette Rubber Co., New York, N. Y.
Hartford Rubber Works Co., New York
McGraw Tire & Rubber Co., East Pal-
estine, Ohio.
Thermoid Rubber Co., Trenton, N. J.,
New York, Chicago, San Francisco
and Los Angeles.
U. S. Tire Co., New York, N. Y.
- TIRE PUMPS**
J. H. Haney & Co., Hastings, Neb.
- TOGGLE BOLTS**
Richards-Wilcox Mfg. Co., Aurora, Ill.
- TOOL HOLDERS**
J. H. Williams & Co., Brooklyn, N. Y.
- TOOL ROLLS**
Buffum Tool Co., Louisiana, Mo.
Excelsior Bag & Mfg. Co., Troy, N. Y.
- TOOTH BRUSH HOLDERS**
E. J. Chubbuck, San Francisco, Cal.
- TORCHES**
Turner Brass Works, Sycamore, Ill.
Clayton & Lambert Mfg. Co., Detroit,
Michigan.
Otto Bernz, Newark, N. J.
- TROLLEYS—Overhead**
Lane Bros. Co., Poughkeepsie, N. Y.
- TRUCKS**
Lansing Company, San Francisco, Cal.
Universal Caster & Foundry Co., New-
ark, N. J.
- TRUNKS AND BAGS**
Salt Lake Hardware Co., Salt Lake
City, Utah.
- TUBS—Fibrotta**
Cordley & Hayes, New York, N. Y.
- VACUUM BOTTLES**
Landers, Frary & Clark, New Britain,
Conn.
- VARNISH**
California Paint Co., Oakland, Cal.
- VICES**
Goodell-Pratt Co., Greenfield, Mass.
H. C. Marsh Co., Rockford, Ill.
- WASHING MACHINES**
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
- WASHERS—Wrought Steel**
The Stanley Works, New Britain, Ct.
Wrought Washer Mfg. Co., Milwaukee.
- WASTE**
Royal Mfg. Co., Rahway, N. J.
- WEEDERS**
J. E. Gilson Co., Port Washington,
Wis.
- WHEELBARROWS**
Lansing Wheelbarrow Co., San Fran-
cisco, Cal.
- WINDMILLS**
Pacific Pump & Supply Co., San Fran-
cisco, Cal.
- WIRE AND WIRE SPECIALTIES**
Pittsburgh Steel Co., Pittsburgh, Pa.
American Steel & Wire Co., Chicago,
Ill.; San Francisco and Los Angeles,
Cal.; Portland, Ore., and Seattle,
Washington.
- WIRE NAIL SPECIALTIES**
Atlas Tack Co., Fairhaven, Conn.
- WRENCHES**
Buffum Tool Co., Louisiana, Mo.
Bridgeport Hdw. Mfg. Corp., Bridge-
port, Conn.
Crescent Tool Co., Jonestown, N. Y.
The Keystone Mfg. Co., Buffalo, N. Y.
Will B. Lane, Chicago, Ill.
Frank Mossberg Co., Attleboro, Mass.
Peck, Stow & Wilcox Mfg. Co., South-
ington, Conn. and Cleveland, Ohio.
R. F. Sedgley, Philadelphia, Pa.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes, Akron, Ohio, New
York and San Francisco.
- WRINGERS**
Eagle Woodenware Mfg. Co., Hamilton,
Ohio.
- WROUGHT STEEL WASHERS**
Stanley Works, New Britain, Conn.
Wrought Washer Mfg. Co., Milwaukee,
Wisconsin.

INDEX TO ADVERTISERS

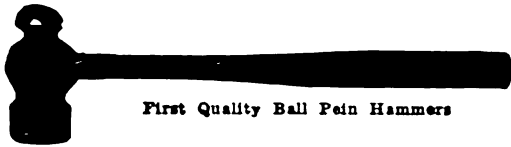
| | | | |
|--------------------------------------|---------|---|---------|
| A | | G | |
| Abendroth Bros. | 15 | Gadsden Pipe Co. | 15 |
| Abington Trap Co. | 53 | Geneva Cutlery Co. | 63 |
| Alabama Pipe & Foundry Co. | 15 | Giant Powder Co. | 19 |
| Aluminum Goods Mfg. Co. | 72 | Gillette Rubber Co. | 105 |
| American Bolt & Screw Case. | 26 | J. E. Gilson Co. | 41 |
| American Chain Co. | 117 | Goodell-Pratt Co. | 16 |
| Anniston Foundry Co. | 15 | H. F. Goodrich Co. | 101 |
| American Foundry & Pipe Co. | 15 | Goodyear Rubber Co. | 34 |
| American Enameling Mfg. Corp. | 15 | Goulds Mfg. Co. | 33 |
| American Steel & Wire Co. | 14 | Graham Mfg. Co., Jas. | 51 |
| American Steel Wool Company. | 126 | Granucci Hardware Co. | 49 |
| Apco Mfg. Co. | 130 | Greenfield Tap & Die Corporation. | 151 |
| Armstrong Mfg. Co. | 159 | Groetken Pump Co. | 137 |
| Atlas Auto Supply Co. | Cover | Emil Grossman Mfg. Co. | 132-133 |
| Atlas Mfg. Co., The. | 60 | H | |
| Atlas Tack Company. | 5 | Haines, Jones & Cadbury Co. | 15 |
| Automobile Accessories Co. | 137 | Hammond Lumber Co. | 48 |
| Automatic Lawn Sprinkler Co. | 50 | Handy Mfg. Co. | 63 |
| A. B. Avis. | 58 | J. H. Haney & Co. | 128 |
| B | | Hays Mfg. Co. | 153 |
| Baker, Hamilton & Pacific Co. | 42 | Hercules Powder Co. | 21 |
| Baldwin Refrigerator Co. | 66 | Hess-Snyder Mfg. Co. | 57 |
| Bartlett Mfg. Co. | 47 | A. M. Holter Hdw. Co. | 46 |
| Bassick Co. | 57 | Honeyman Hardware Co. | 35 |
| Beaton & Cadwell Mfg. Co. | 159 | Hunt, Helm, Ferris & Co. | 12-13 |
| Beaton & Corbin Mfg. Co. | 155 | Hyfield Mfg. Co. | 36 |
| Berger Bros. Co. | 36 | I | |
| Bernz, Otto. | 161 | International Silver Co. | 65 |
| Bessemer Soil Pipe Co. | 15 | Irving-Pitt Mfg. Co. | 137 |
| Bommer Bros. | 37 | Ivory Handle Company. | 46 |
| Boston Brass Co. | 155 | J | |
| Bridgeport Hdw. Mfg. Co. | 29 | Jensen-King-Byrd Co. | 38 |
| Brier Hill Steel Co. | 48 | J. D. Johnson Co. | 15 |
| The Brininstool Co. | 142 | Johns-Manville Company. | Cover |
| Buckeye Aluminum Co. | 64 | K | |
| Buffalo Forge Co. | 9 | Keystone Mfg. Co. | 157 |
| Buffalo Sled Co. | 45 | King Lock Company. | 127 |
| Buffum Tool Co. | Cover | M. L. Kline. | 151 |
| C | | Krupp Foundry Co. | 15 |
| California Paint Co. | 140 | L | |
| Campbell Mfg. Co. | 15 | Lalance & Grosjean Mfg. Co. | 33 |
| Phillip Carey Co. | 141 | Landers, Frary & Clark. | 69 |
| Casey-Hedges Co. | 15 | Lane Bros. Co. | 47 |
| Cedarwax Co. | 51 | Will B. Lane. | 129 |
| Central Foundry Co. | 15 | Lansing Company. | 35 |
| Central Stamping Company. | 71 | Lawson Mfg. Co. | 31 |
| Century Plainfield Tire Co. | 109 | Lee Broom & Duster Co. | 63 |
| Charlotte Pipe & Foundry Co. | 15 | Lindemann, O. & Co. | 60 |
| Chicago Flexible Shaft Co. | 6 | Lufkin Rule Co. | 38 |
| Chicago Tubing & Braiding Co. | 135 | M | |
| Champion Blower & Forge Co. | 45 | Machine Appliance Corporation. | 45 |
| John Chatillon Sons. | 67 | Maine Mfg. Co. | 56 |
| O. J. Childs Co. | 45 | Mangrum & Otter. | 53 |
| E. J. Chubbuck. | 53 | H. C. Marsh Co. | 37 |
| C. F. Church Mfg. Co. | 153 | McCaffrey File Co. | 36 |
| George M. Clark & Co. | 58 | McGraw Tire & Rubber Co. | 107 |
| Clayton & Lambert. | 159-163 | Medina Foundry Co. | 15 |
| Cleveland Galvanizing Works Co. | 41 | Meriden Britannia Co. | 65 |
| Coldwell Lawn Mower Co. | 41 | Meyers Mfg. Co., Fred J. | 53 |
| Coleman Lamp Co. | 57 | Milbradt Mfg. Co. | 29 |
| Colt's Patent Firearms Co. | 43 | Montauk Paint Mfg. Co. | 143 |
| Columbian Rope Co. | 30 | Motor Car Supply Co. | 130 |
| Connors, Wm., Paint Co. | 36 | Mound Tool Co. | 125 |
| H. C. Cook Co. | 53 | Frank Mossberg Co. | 135 |
| Coosa Pipe & Foundry Co. | 15 | N | |
| Corning Glass Works. | 121 | R. N. Nason Co. | 143 |
| Cordley & Hayes. | 61 | National Cash Register Co. | 25 |
| Corbin Screw Corporation. | 131 | National Foundry Co. | 15 |
| P. & F. Corbin. | 70 | National Pipe & Foundry Co. | 15 |
| Crescent Tool Co. | 161 | National Stove Company. | 59 |
| Crown Pipe & Foundry Co. | 15 | New Haven Stock Co. | 64 |
| Cumming-Forster Corp. | 114-115 | New York Stamping Co. | 24 |
| Curtis Pneu. Machinery Co. | 119 | Nicholson File Company. | 8 |
| Culter & Proctor Stove Co. | 57 | C. S. Norcross & Sons. | 33 |
| D | | North Bros. Mfg. Co. | 30 |
| Delta File Works. | 131 | Nu-Sink Co. | 51 |
| Detroit Automatic Scale Co. | 67 | Nye Tool & Machine Works. | 163 |
| Diamond Rubber Co. | 101 | O | |
| Henry Disston & Sons. | 22 | The James Ohlen & Sons Saw Mfg. Co. | 47 |
| Joseph Dixon Crucible Co. | 39 | Ontario Knife Co. | 56 |
| Dreadnaught Tire & Rubber Co. | 111 | Onward Mfg. Co. | 53 |
| Duluth Show Case Co. | 41 | P | |
| Dunham, Carrigan & Hayden Co. | 134 | Pacific Pump & Supply Co. | 157 |
| Du Pont Powder Co. | 138 | Pacific Sanitary Mfg. Co. | 157 |
| E | | Packham Crimper Co. | 145 |
| Eagle Woodenware Mfg. Co. | 54 | Parker Supply Co. | 39 |
| Elastic Tip Co. | 68 | Peck, Stow & Wilcox Co. | 11 |
| Enterprise Mfg. Co. | 60 | Pelouze Mfg. Co. | 64 |
| F | | Pennsylvania Lawn Mower Co. | 30 |
| Faultless Caster Company. | 55 | Peters Cartridge Co. | 49 |
| P | | Philadelphia Lawn Mower Co. | 32 |
| R | | Phoenix Horse Shoe Co. | 20 |
| S | | Pittsburg Steel Co. | 40 |
| T | | Porter, H. K. | 32 |
| U | | Portland Cordage Co. | 34 |
| V | | Progressive Mfg. Co. | 31 |
| W | | Z | |
| X | | Reading Foundry & Supply Co. | 15 |
| Y | | Remington Arms Co. | 17 |
| Z | | Revere Rubber Company. | 113 |
| | | Rhode Island Fittings Co. | 155 |
| | | Richards-Wilcox Mfg. Co. | 27 |
| | | Ringen Stove Co. | 51 |
| | | Romort Mfg. Co. | 125 |
| | | Wm. Rose & Bros. | 3 |
| | | H. Roth & Sons. | 49 |
| | | G. D. Rowell & Son. | 33 |
| | | Royal Mfg. Co. | 123 |
| | | Royal Iron Mfg. Co. | 57 |
| | | Myer S. Rubens, Stoves & Furnace Repair Works. | 163 |
| | | A. C. Rulofson Co. | 40-48 |
| | | Russell & Erwin Mfg. Co. | 10 |
| | | S | |
| | | Safety Door Hanger Co. | 47 |
| | | Salem Brass & Iron Mfg. Co. | 15 |
| | | Salt Lake Hardware Co. | 50 |
| | | Samson Cordage Works. | 28 |
| | | Sanitary Co. of America. | 15 |
| | | Wm. B. Scalf & Sons. | 153 |
| | | Schaw-Batcher Co. | 46 |
| | | Schlueter Mfg. Co. | 61 |
| | | Schroeter Bros. Hdw. Co. | 62 |
| | | R. F. Sedgley. | 119 |
| | | Sedgwick Machine Works. | 47 |
| | | Shelby Spring Hinge Co. | 22 |
| | | Shelton Tack Co. | 41 |
| | | Simmonds Mfg. Co. | 26 |
| | | Simmons Hardware Co. | 4 |
| | | Dick Smith. | 40 |
| | | Smith Mfg. Co., F. H. | 32 |
| | | Somerville Iron Works. | 15 |
| | | Smooth-On Mfg. Co. | 151 |
| | | Specialty Mfg. Co. | 28 |
| | | Spokane Stove & Furnace Repair Works. | 161 |
| | | Standard Foundry Co. | 15 |
| | | Stanley Rule & Level Co. | 27 |
| | | Stanley Works. | Cover |
| | | Starrett, L. S. & Co. | 99 |
| | | States Chemical Co. | Cover |
| | | Staybestos Mfg. Co. | 118 |
| | | Edwin B. Stimpson Co. | 38 |
| | | Strevel Paterson Hardware Co. | 35 |
| | | Stuber & Kuck. | 41 |
| | | Sturges & Burn Mfg. Co. | 39 |
| | | Superior Mfg. Co. | 15 |
| | | Superior Spring Hinge Co. | 26 |
| | | Jas. Swan Co. | 28 |
| | | T | |
| | | Thomas Savill's Sons. | 159 |
| | | Thompson-Diggs Co. | 48 |
| | | Thompson Mfg. Co. | 35 |
| | | Thermold Rubber Co. | 103 |
| | | Triner Scale Mfg. Co. | 62 |
| | | Tritch Hardware Co. | 44 |
| | | Turner Brass Works. | 163 |
| | | U | |
| | | Union Fork & Hoe Co. | 7 |
| | | Union Foundry Co. | 15 |
| | | Union Hardware & Metal Co. | 52 |
| | | Universal Caster & Foundry Co. | 57 |
| | | U. S. Steel Products Co. | 14 |
| | | U. S. Tire Co. | 113 |
| | | V | |
| | | Vaughan & Bushnell. | 37 |
| | | W | |
| | | R. M. Wade & Co. | 18 |
| | | Wagner Mfg. Co. | 38 |
| | | Weed Chain Tire Grip Co. | 117 |
| | | Weiskittel & Son Co. | 15 |
| | | Joe Welsh. | 47 |
| | | H. Wetter Mfg. Co. | 15 |
| | | Wheeling Corrugating Co. | 43 |
| | | Whitman & Barnes. | 31 |
| | | Whittaker-Glessner Co. | 43 |
| | | J. H. Williams Co. | 39 |
| | | Hamp Williams Hardware Co. | 62 |
| | | Williamson Mfg. Co. | 144 |
| | | T. E. Wilson & Company. | 139 |
| | | Winchester Repeating Arms Co. | 23 |
| | | Woodin & Little. | 54 |
| | | Wrought Washer Mfg. Co. | 37 |

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN"

"Swastika" Trade Mark Registered U. S. Patent Office



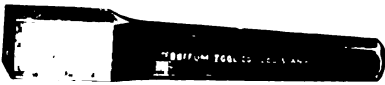
First Quality Ball Pein Hammers



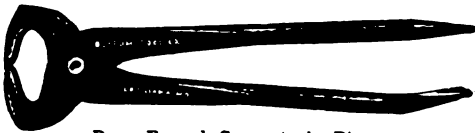
Cold Chisel
"Special" and Reliable Grades



Hollow Punch



Tinners' and Farmers' Rivet Sets



Drop Forged Carpenter's Pincers



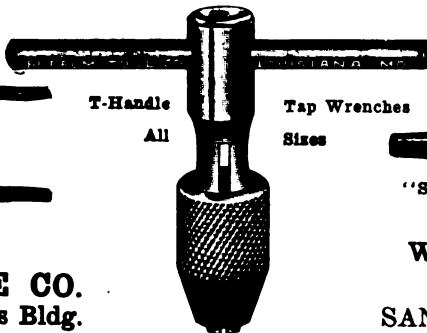
Star Drill



Arch Punch



Combination Pliers
"Special" Quality Forged Steel



T-Handle
All

Tap Wrenches
Sizes



All Steel Monkey Wrench



Good Luck

Buffum

Tools

Warranted



Gas Pipe Pliers



"Special" Machinist's Auto Punch
Polished and Blued



"Reliable" Sickle or Pin Punch



"Special" Knurled Sickle or Pin Punch
Blued



"Reliable" Hand Punch



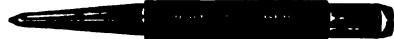
"Reliable" Prick Punch



"Special" Knurled Prick Punch, Blued



"Reliable" Octagon Center Punch



"Special" Knurled Center Punch, Blued



"Reliable" Octagon Nail Set



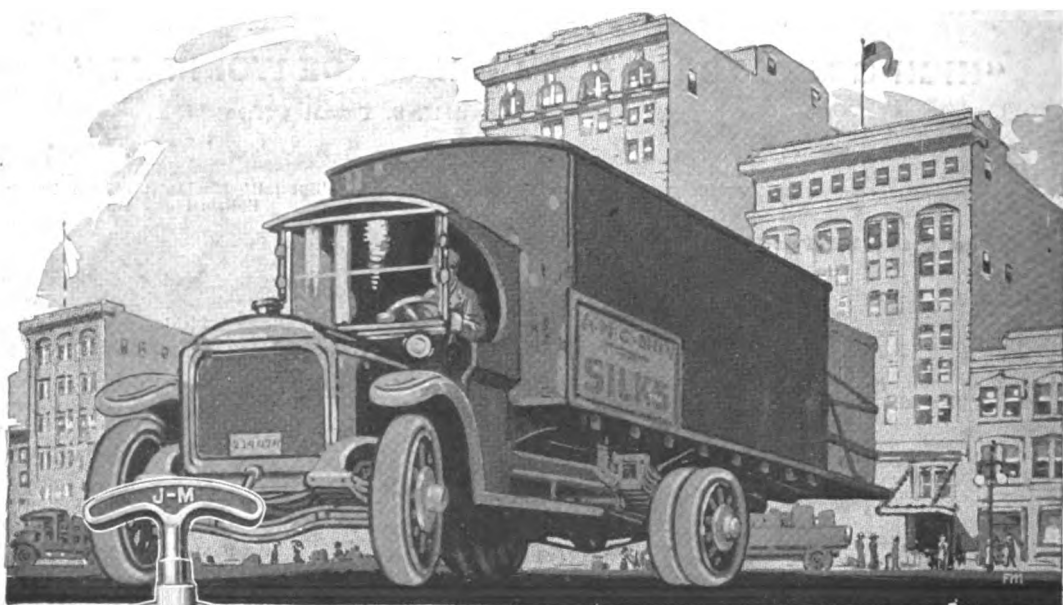
"Special" Knurled Nail Set, Blued



"Special" Knurled Belt Punch, Blued

C. W. GAUSE CO.
Room 605 Williams Bldg.

Western Sales Agents
693 Mission St.
SAN FRANCISCO, CAL.



Tell your customer to protect both car and cargo

Your customer's truck is probably insured—but how about his cargo? With the country at war a burned cargo is more than a commercial loss, it's an advantage to the enemy.

Not one cargo, but every load that the truck carries is adequately protected when there's a Johns-Manville Fire Extinguisher aboard.

It's the only one-quart extinguisher with a two-way method of operation—discharged either by pumping, or in tight corners by air pressure previously pumped up.

Entitles car owners to 15% reduction in automobile fire insurance premiums.

Trade details sent on request.

Price in United States, East of Colorado,
\$10.00; \$10.50 Colorado and West.
Dominion of Canada: \$12.00 East of
Calgary; \$12.50 Calgary and West.
Brass or nickel finish, bracket included.

H. W. JOHNS-MANVILLE CO.
New York City

10 Factories—Branches in 61 Large Cities



Johns-Manville Fire Extinguisher

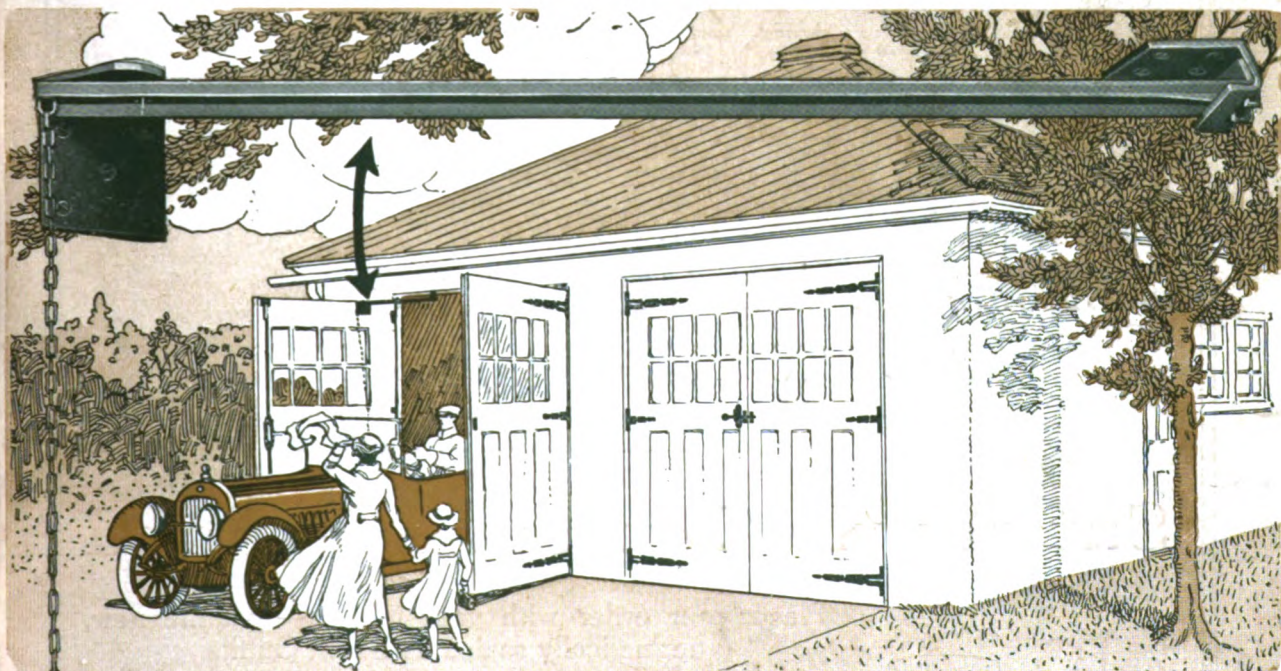


GIFT
JUL 30 1918

Hardware - PLUMBING AND HEATING - World

13:6

JUNE 1918



EVERY GARAGE OWNER NEEDS IT

There are mighty few men who will say, "Oh, that's not necessary, I can do without it," when you call their attention to the fact that because winds blow and swinging doors swing, they need the strong, certain acting

Stanley Garage Door Holder

In the picture above, the doors are hung on Stanley Garage Hinges No. 1457; 24 inch at top and bottom, 10 inch at center. The latch is Stanley Garage Latch No. 1264, the bolt Stanley Garage Cremone Bolt No. 1052.

Today write for information on Stanley Garage Hardware, which is established, has won a reputation for excellence, and is in demand.

NEW YORK
100 Lafayette Street

THE STANLEY WORKS
NEW BRITAIN, CONN., U. S. A.

CHICAGO
73 East Lake Street

Manufacturers of Wrought Bronze and Wrought Steel Hinges and Butts of all kinds, including Stanley Ball Bearing Butts. Also Pulls, Brackets, Chest Handles, Peerless Storm Sash Lingers and Fasteners, Screen Window and Blind Trimings; Twinrold Box Strapping, and Cold Rolled Strip Steel. Stanley Garage Hardware is Adaptable for Factory and Mill Use

THRIFT

**In the Repair of Casings, Inner
Tubes and All Rubber Goods**

means the use of

The Standard Tire Repair Outfit



Because It's

ECONOMICAL TWO CENTS WORTH REPAIRS
THE AVERAGE PUNCTURE

EASY TO USE NO HEAT OR TOOLS NEEDED—
USE AT HOME OR ON THE ROAD

PERMANENT NEVER LEAK OR LOOSEN
OUTLASTS LIFE OF TUBE

Satisfy the National Demand

Place your order with your jobber — get the new,
hermetically sealed Tire-Doh Outfits

GOOD PROFIT

50 Cent Size \$1.00 Size

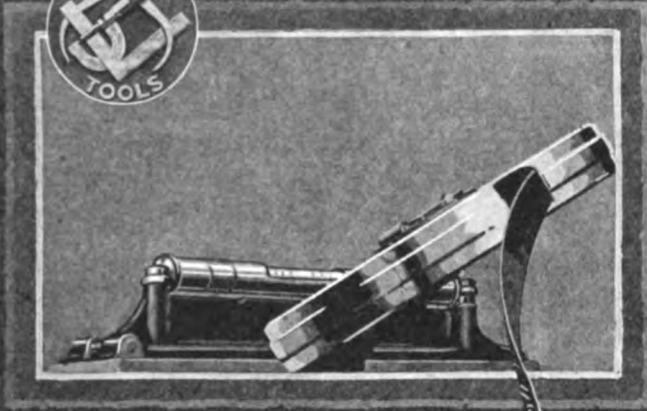
Ask Us for New Selling Helps

**ATLAS AUTO SUPPLY
COMPANY**

602 W. AUSTIN AVENUE

CHICAGO





Starrett Tools

ASSURANCE OF ACCURACY

Perfect confidence in the accuracy of a rule, tape or level is vital. Such assurance comes through the name Starrett and the knowledge that every tool bearing that name is warranted.

A wide variety of styles and sizes of tools are described in Catalog No. 21 BF, which is sent free on request.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

ATHOL, MASS.

Manufacturers of Hack Saws Unexcelled

NEW YORK

LONDON

CHICAGO

42-763



E.C. SIMMONS
**KEEN
KUTTER**

FULLY
GUARANTEED

CUTLERY
AND
TOOLS

STANDARD
OF
AMERICA

Under the
KEEN KUTTER
Trade Mark

— We manufacture Tools
and Cutlery for every use and
are anxious to sell Them to
Dealers who believe in getting
a legitimate profit.

*HANDLE A LINE THAT SHOWS YOU
A SATISFACTORY PROFIT*

SIMMONS HARDWARE COMPANY
ST. LOUIS, U.S.A.

"THE RECOLLECTION OF QUALITY REMAINS LONG AFTER THE PRICE IS FORGOTTEN."
TRADE MARK REG. U.S. PAT. OFF. E.C. SIMMONS.

Genco

RAZORS

You Know How a Man Buys a Razor

Now and then a man comes in and asks to see razors. In most cases a man comes in for something else, looks around a bit before he goes out, and his eye falls on a display of razors.

If it's a good display he hesitates. It occurs to him that he would like to own a really good razor. He stops, looks at them, and a watchful salesman can have him trying the edge of a razor on his thumb in a few more seconds.

It's never hard to make a sale after that if the razor feels right, looks right and balances right — especially if it's a Genco Razor, one the customer has heard of.

This habit men have in buying cutlery has caused us to get up a Genco Razor Display Case, designed

especially to arrest the attention of a customer who is letting his eyes rove over your stock.

The Genco Razor Display Case has a handsome Circassian walnut finish and quality appearance. It holds six razors on constant display against a background of Royal Purple Plush.

After making these cases up we worked out a plan for getting merchants to use them. A very attractive special offer of a display case free with a first order was worked out — a proposition that we think will interest and be to the advantage of most any dealer to accept. We invite you to write for the details of this offer. By writing today you won't forget. Mention the name of your jobber.

Geneva Cutlery Company

157 Gates Ave., Geneva, New York

Jobbers—We have an interesting selling plan whereby you can increase your Genco Razor Sales and Profits by distributing Genco Display Assortments.

Write for details.



Help Get More Wool

YOUR COUNTRY NEEDS IT

Don't let sheep owners in your locality shear with hand blades—it's barbarous and wasteful. They cut the sheep, do a rough job, and leave on each animal about a pound of wool that should be shorn.

Machine shearing gets all the wool. Can't cut the sheep, and saves time and labor, to say nothing of increasing the wool production which is needed so urgently.

The additional wool obtained will more than pay for a machine the first shearing.

There are Stewart Machines for shearing every size flock — hand-operated machines for small flocks and power machines for big flocks.

Get our catalogue and get after every sheep owner in your locality.

You can sell a number of shearing machines, helping yourself and your country. Will you do it now?

Write immediately for Catalogue No. 65.

Chicago Flexible Shaft Company

5604 West Twelfth Street - - Chicago, Illinois



MR. JOBBER

The excellence, or lack of it, in small things is an indication to a customer as surely as straws show how the wind blows. Year in and year out it pays to satisfy customers in all things.

If you are not stocking ATLAS goods, you are not giving "THE GREATEST QUANTITY OF QUALITY AT THE PRICE."

MR. RETAILER

Why don't you get full value for your money in buying Tacks, Nails and Rivets when the BEST costs no more than other makes, except telling what you want?

Just say "ATLAS." They all know it and know it means the best. When they offer inferior goods, do you think it is for the love of you? No; "there's a reason," but that is not it.

SOME JOBBERS DON'T — YET; BUT MOST OF THEM DO

"THE LARGEST AND OLDEST"

Over TWENTY THOUSAND sizes, styles and finishes of Tacks
Nails and Rivets

ATLAS TACK COMPANY

FAIRHAVEN, MASSACHUSETTS
U. S. A.

GOODELL PRATT

1500 GOOD TOOLS

Powerful Rim Wrenches

**Motor
Car
Necessities**

When the motorist's tool kit contains a Goodell-Pratt Rim Wrench No. 82, the removal of the most obstinate rusted-on rim nut is a comparatively easy operation.

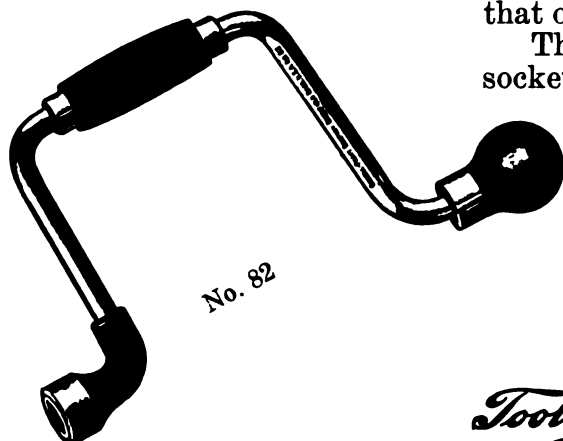
A wrench of exceptional quality, durability and finish.

The 10-inch sweep gives practically irresistible leverage and the fact that all sockets are broached to absolutely accurate size prevents wrench slippage with a consequent damage to both wrench and nut.

The handle runs in adjustable collars and both head and handle are finished with rubber enamel, making them water-proof and consequently longer lived.

The finish of the sweep is nickel plate and that of the socket nickel plate and red enamel.

This wrench is made with $\frac{5}{8}$, $\frac{3}{4}$ or $\frac{7}{8}$ -inch socket.



**Goodell-Pratt
Company**

Toolsmiths

Greenfield, Mass., U. S. A.



Hodell

CHAIN

Roller Bearing Flat Link Chain

Here's a chain that's really different; a chain that is more than the staple article as chains are generally classed.

Hodell chain combines all the advantages of weldless wire chain with all the advantages of flat link chain and adds a few more such as greater serviceability, greater durability, better finish, and economy in use — virtues which are very evident in the chain itself.

Hodell chain can be sold for every purpose for which weldless wire chain is used, and it has made ordinary, flat link chain obsolete.

Hodell chain offers wonderful profit-making possibilities for live dealers anywhere.

Write for samples and details of our business-building dealer co-operation.


THE CLEVELAND GALVANIZING WORKS CO.
 CLEVELAND OHIO U.S.A.

Branch Offices

San Francisco, Cal., 504 Underwood Bldg.
 Los Angeles, Cal., 207 San Fernando Bldg.
 Seattle, Wash., 2118 L. C. Smith Bldg.
 Denver, Colo., 205 Mint Block.
 Salt Lake City, Utah, 1015 Newhouse Bldg.
 St. Louis, Mo., 1417 Chemical Bldg.
 New York, N. Y., 150-152 Chambers St.
 San Francisco, Cal., 66 Eighth Street.
 Chicago, Illinois, 56 E. Randolph St.
 Baltimore, Md., 405-7 W. German St.



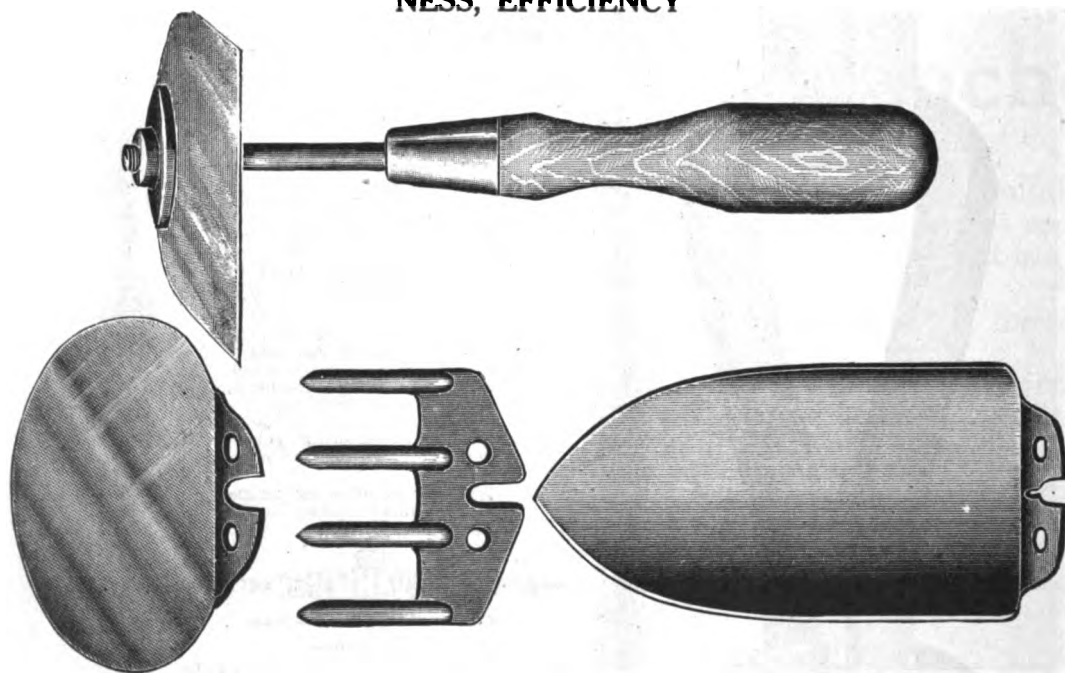
GOOD PROFIT—BIG DEMAND

Unique Garden Tools

**Combination Trowel, Hoe, Weeder and Turf Trimmer
Attachable to One Common Handle by
Simple Twist of the Wrist**

Made of Finest Steel

**A BRAND NEW IDEA IN GARDEN TOOLS, COMBINING COMPACT-
NESS, EFFICIENCY**

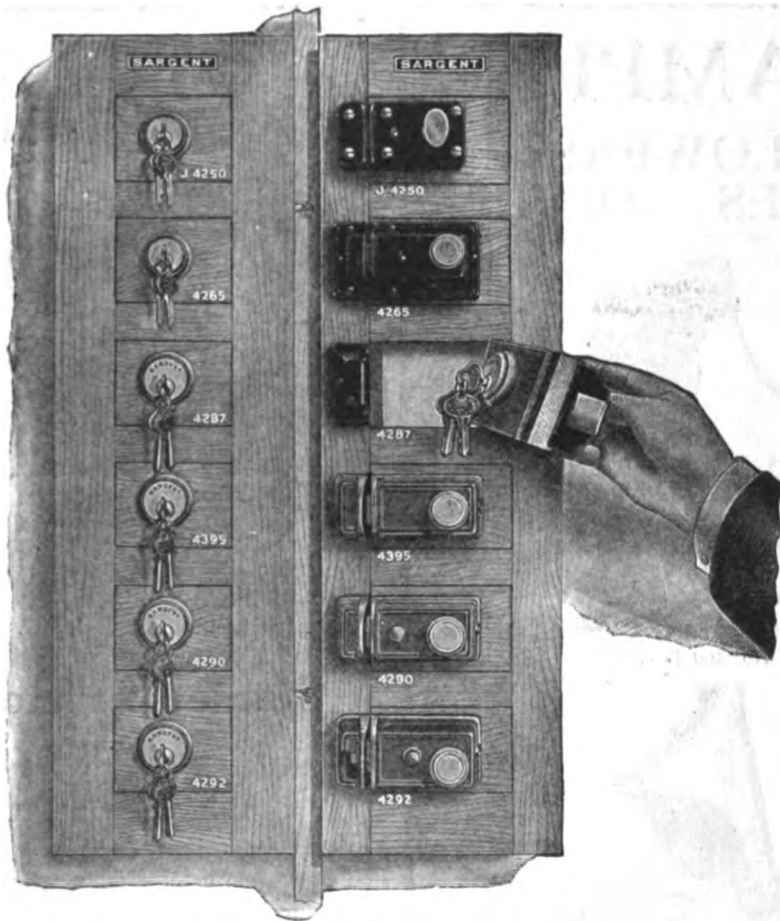


**It Will Pay You to Stock These Tools Now. They Satisfy and Build Up Your
Trade, Bringing a Good Profit to You**

SOLD BY FIRST CLASS JOBBERS EVERYWHERE

W. P. HORN CO., Pacific Coast Representatives
Los Angeles Rialto Building, San Francisco, Cal. Portland

NEW YORK STAMPING COMPANY
BROOKLYN, NEW YORK



FIVE LATCHES AND A DEADLOCK — ALL YEAR ROUND SELLERS

SARGENT

Reg. U. S. Pat. Off.

Good Display plus Good Value

The well-known Sargent features are quickly shown and easily demonstrated by dealers who use this display board as a help in selling Sargent Day and Night Latches.

The display includes a variety of good sellers, from No. J 4250, a small and low-cost, but effective, cylinder latch, to No. 4292, the most complete Day and Night Latch, with guarded bolt and push button stop, giving double security. All latches with this feature afford complete protection—they are jimmy-proof and the stop cannot be jarred out of place.

Have you this display in your store? If not, write for particulars.

SARGENT & COMPANY
NEW HAVEN, CONN.

NEW YORK

BOSTON

CHICAGO

CHAMPION

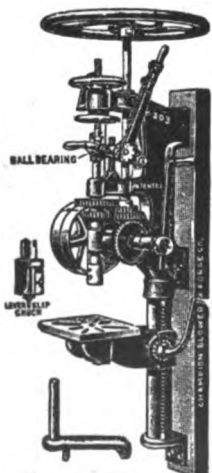
BLOWERS FORGES DRILLS



No. 400 Blower



No. 408 Forge



No. 203 Drill

CHAMPION TOOLS

Built for Service

Carried in Stock by all
Leading Jobbers

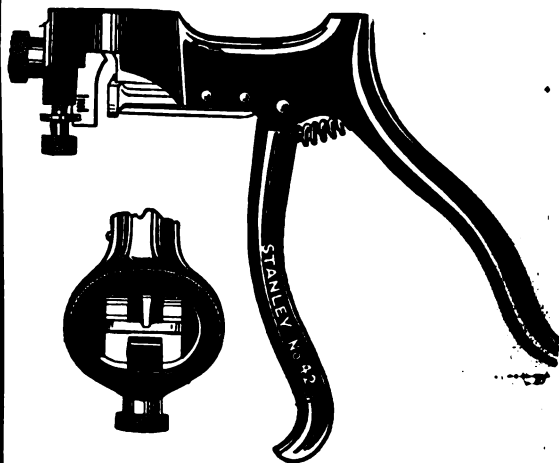
Write for 365-Page Catalogue



THE CHAMPION BLOWER AND FORGE CO.

Lancaster, Pennsylvania,
U. S. A.

Stanley Tools



Stanley "Pistol Grip" Adjustable Saw Set No. 42

This Saw Set embodies several unique and important features not heretofore seen in tools of this description.

The shape of the body and handle enables the user to operate the tool with great ease and with the least possible exertion, and the saw is held firmly against the gauge while the tooth is being set.

It can be readily adjusted by means of the knurled thumb screw to give a greater or less set to the teeth of the saw, according as the saw is to be used for coarse or fine work. As the anvil or part against which the plunger works is graduated, the same adjustment can be easily obtained for duplicate work.

The tool is so designed that the saw teeth are in plain view, which enables the user to quickly adjust the tool to the tooth to be set.

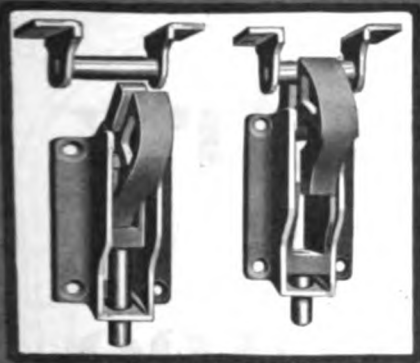
The plunger and anvil are made of tool steel—hardened and tempered. All parts are carefully machined and are interchangeable.

The tool is given a fine black finish.

Packed one in a box.

Send for special circulars.

STANLEY RULE & LEVEL CO. NEW BRITAIN, CONN. U.S.A.



RUSSWIN

RUSSELL & ERWIN

Self-Latching Door Bolt No. 1

PATENTED.

A DEVELOPMENT of the Russwin Fire Exit Bolt suitable for Mill, Warehouse and Garage Doors.

Self-latching: Contact of the latch with the strike throws the latch in a position allowing the bolt to fall, by gravity, into the strike at bottom of door and also locks the latch at top of door and the lifting handle.

Adjustable Telescopic Bolt Rod. Can be lengthened or shortened to exact height of door. Adjustable for doors varying in height from 7' 11½" to 8' 6"

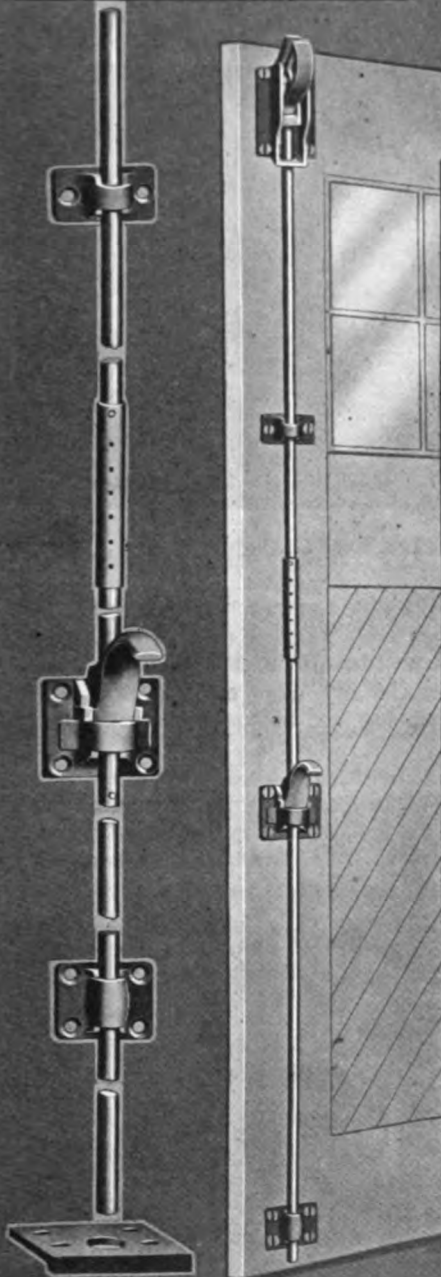
Write for further information and prices.

RUSSELL & ERWIN MFG. CO

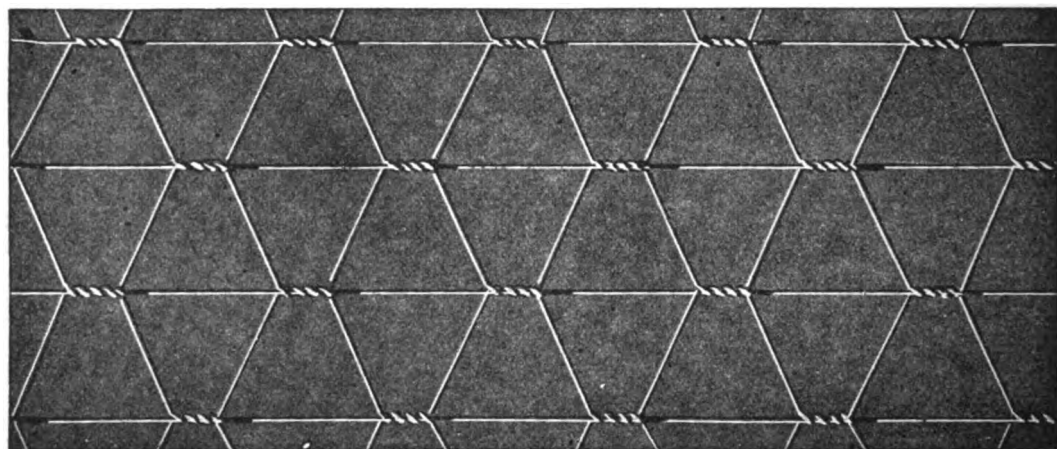
The American Hardware Corporation, Successor

New Britain, Conn.

New York San Francisco Chicago London, Eng.



Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and FEWER POSTS ARE NEEDED and NO TOP OR BOTTOM RAIL. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a cabled selvage both top and bottom.

AMERICAN STEEL & WIRE COMPANY
United States Steel Products Company

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition.

Several Good Points to Remember—

The earliest **"CAST" IRON PIPE** is today in service, and is as good as new. This cannot be said of any other pipe.

"CAST" IRON SOIL PIPE in all house-drainage is the most economical.

"CAST" IRON SOIL PIPE has an unequalled record for sanitary service.

"CAST" IRON SOIL PIPE gives permanent and unfailing service.

"CAST" IRON SOIL PIPE no matter where installed lasts longer than the building—any building.

Specifications and illustrated literature will be mailed upon request by any or all of the following independent and competing makers of Cast Iron Soil Pipe and Fittings

Union Foundry Co. Anniston, Ala.
Weiskittel & Son Co., A. Baltimore, Md.
Wetter Mfg. Co., H. Memphis, Tenn.
Abendroth Brothers Port Chester, N. Y.
Alabama Pipe & Foundry Co. Anniston, Ala.
American Foundry & Pipe Co. Penns Sta., Pa.
Anniston Foundry Co. Anniston, Ala.
Bessemer Soil Pipe Co. Bessemer, Ala.
Campbell Mfg. Co. Gadsden, Ala.
Casey-Hedges Co., The Chattanooga, Tenn.
Central Foundry Co. New York, N. Y.
Charlotte Pipe & F'dry Co. Charlotte, N. C.
Coosa Pipe & Foundry Co. Birmingham, Ala.
Crown Pipe & Foundry Co. Jackson, Ohio

Gadsden Pipe Co. Gadsden, Ala.
Haines, Jones & Cadbury Co. Philadelphia, Pa.
Johnson Co., J. D. New York, N. Y.
Krupp Foundry Co. Landsdale, Pa.
Medina Foundry Co. Medina, N. Y.
Nat'l F'dry Co., N. Y., Inc. Brooklyn, N. Y.
National Pipe & Foundry Co. Attalia, Ala.
Reading Foundry & Supply Co. Reading, Pa.
Salem Brass & Iron Mfg. Co. Salem, N. J.
Sanitary Co. of America Linfield, Pa.
Somerville Iron Works New York, N. Y.
Standard Foundry Co. Anniston, Ala.
Superior Mfg. Co. Bessemer, Ala.




 REMINGTON
UMC

WETPROOF SHOT SHELLS

Steel Lined ARROW and NITRO CLUB

For Your Fall Shooting

What the Remington UMC WETPROOF process in Nitro Club and Arrow Shotshells means to you as a sporting goods dealer: An improved shell at the same price as the old process shell, and in **increasing** consumer demand.

What the Remington UMC WETPROOF process means to the sportsman: For the first time (and at the same price as the old process shell) the consumer gets a shotshell that is **positively waterproof**. WETPROOF Nitro Club and Arrow Shells are treated with a secret compound of oils, waxes and greases. This process is owned exclusively by the Remington Company.

Not only is the paper case of the shell treated with the water-proofing material but the WETPROOF treatment is also applied to the crimp and top wad, thus **sealing** the shell against wet. No soft crimps, no swollen bodies with Remington UMC WETPROOF shells.

Send to us for WETPROOF Folders
and ask your jobber for prices

THE REMINGTON ARMS UNION
METALLIC CARTRIDGE
COMPANY, INC.

12 Geary Street

San Francisco



Form 1204

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | Blue |
| Day Letter | Nite |
| Night Message | N.L. |
| Night Letter | N.L. |

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

WESTERN UNION TELEGRAM



NEWCOMB CARLTON, PRESIDENT

GEORGE W. E. ATKINS, FIRST VICE-PRESIDENT

| CLASS OF SERVICE | SYMBOL |
|------------------|--------|
| Day Message | Blue |
| Day Letter | Nite |
| Night Message | N.L. |
| Night Letter | N.L. |

If none of these three symbols appears after the check (number of words) this is a day message. Otherwise its character is indicated by the symbol appearing after the check.

RECEIVED AT

FA44PD RU 10

ORANGE COVE CALIF 1155A NOV 20 1917

R M WADE AND CO

46
PORTLAND ORG

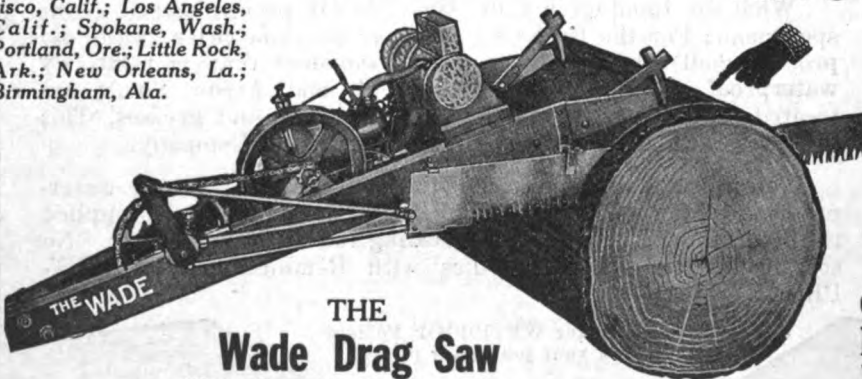
SHIP ONE WADE PORTABLE DRAG SAW BY EXPRESS AT ONCE

WRAITH AND SCORSUR
1232PM

Handwritten signature: W. E. Atkins

Stocks carried in San Francisco, Calif.; Los Angeles, Calif.; Spokane, Wash.; Portland, Ore.; Little Rock, Ark.; New Orleans, La.; Birmingham, Ala.

Here's a Real Live Seller!



THE
Wade Drag Saw
Cuts Over 20 Cords a Day

The Wade Saw is the "livest" possible machine you can handle. Farmers and mill men everywhere are grabbing them up as quick as we can make deliveries. If you want to make quick profitable sales—

**Get Our
Dealer
Proposition**

Oldest and largest independent wholesalers of Farm Machinery in the Northwest

R.M. WADE & CO.
SINCE 1865
PORTLAND, ORE. - SPOKANE, WASH.
322 HAWTHORNE AVENUE, PORTLAND, OREGON
910 N. HOWARD STREET, SPOKANE, WASHINGTON

52 Years experience has given us the Ability to Test and judge the Efficiency of Farm Machines

Newspaper electrotypes free to GIANT dealers

BY USING some of our striking advertisements in your local newspapers you can bring to YOUR store the farmers, ranchers and orchardists who are in need of explosives for stump-blasting, tree-planting and other work.

Our assortment of Giant newspaper electrotypes will bring you *new trade* both for explosives and for other merchandise. Furnishing such electrotypes is one of the many ways in which we help the hardware trade sell Giant Farm Powders.

MAKE THIS TEST



Come in and get a 25 or 50-pound case of either of the Giant Farm Powders. Try them out and you will find that they go further and therefore cost less to use. We have noticed that when farmers try them once, for any kind of blasting, they always come back for

GIANT FARM POWDERS
STUMPING — AGRICULTURAL

(This space may be used for your own advertising of other goods)

Dealer's Name Here

Let us tell you more

You need not carry Giant Farm Powders in stock in order to make money on them. Giant magazines will supply you promptly, so you can make a profit on every order.

If you are not already selling Giant Farm Powders, let us send you our confidential trade bulletin entitled, "Helping the Retailer Sell Giant Farm Powders." This shows seven ways in which we will help you to build up a more profitable business in explosives.

The coupon below will bring you full information. Tear it out and mail today.

**Hardware Men
Mail This Coupon**

The Giant Powder Co., Con.,
227 First National Bank Bldg.,
San Francisco

CHECK
HERE

☐ Send us dealers' prices on Giant Farm Powders.

☐ Send us your book, "Helping the Retailer Sell Giant Farm Powders."

☐ Send us newspaper electrotypes entitled "Make This Test."

Name _____

Address _____

PHOENIX

HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

PHOENIX SHOES ARE KEPT IN STOCK
BY THE FOLLOWING HOUSES

PACIFIC HARDWARE & STEEL COMPANY
San Francisco, California

WATERHOUSE & LESTER COMPANY
San Francisco, California

PERCIVAL IRON COMPANY
Los Angeles, California

NORTHWESTERN HARDWARE & STEEL COMPANY
Portland, Oregon

J. E. HASELTINE COMPANY
Portland, Oregon

WEST COAST WAGON COMPANY
Tacoma, Washington

GRAY BROTHERS
Seattle, Washington

HOLLEY-MASON HARDWARE COMPANY
Spokane, Washington

SCOVEL IRON STORE COMPANY
San Francisco, California

TAYLOR-SPOTSWOOD HARDWARE COMPANY
San Francisco, California

SPOTSWOOD-HELPER COMPANY
San Francisco, California

NORTHROP HARDWARE COMPANY
Boise, Idaho

SALT LAKE HARDWARE COMPANY
Salt Lake City, Utah

GEO. A. LOWE COMPANY
Ogden, Utah

WATERHOUSE & LESTER COMPANY
Los Angeles, California

INLAND IRON COMPANY
Fresno, California

SCHAW-BATCHER COMPANY
Sacramento, California

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOLIET, ILL., POUGHKEEPSIE, NEW YORK

WHY GOULDS PUMPS OUT-WEAR AND OUT-SATISFY OTHER PUMPS

In all lines of manufacturing industry you will always find one manufacturer whose product gives just a little more satisfaction, lasts just a little longer, and operates just a little more economically than products of other manufacturers in the same field. This condition is not due in any way to chance, but to standards set for themselves by the various manufacturers.

For instance—Most manufacturers are satisfied to put into their product only such materials and workmanship as are absolutely necessary to sell that product at a certain price and enable them to meet their guarantee of specifications and performance—but no more.

While—Invariably the one concern, whose product bears the highest reputation, gives more than mere necessity demands—higher grade materials perhaps, or better workmanship, more weight, finer finish, and usually all of these. Their product excels because their standard is higher—and their idea of what a good product should be compels them to give more value for the same money.

The two products—mediocre and excellent—may look much alike, and sell at the same price but it is this difference in manufacturing standards which enables the latter product to give low maintenance cost instead of average, high efficiency instead of merely good, long life instead of medium. This is the condition today in the pump field. Whether you get pumps which give maximum service depends on whether you buy from the manufacturer whose standards are the highest.

During the many years in which The Goulds Manufacturing Company has been building pumps, we have never been satisfied to build pumps which would barely meet our guarantee. Our one aim has been to build the best pumps possible for the price charged—and we have found that it pays.

Were it not for the high standards to which Goulds Pumps are built, we could not boast of the thousands of Goulds Pumps which have been in operation for periods of 10, 15, 25 and 30 years and still giving satisfactory service; nor would we have on our books the names of customers who have been buying Goulds Pumps continuously for 20 or 25 years; nor would Goulds Pumps be favored with the excellent reputation for high quality which they have borne for nearly three-quarters of a century.

The finished Goulds Product, whether it be hand, power, centrifugal or spray pump, is known as the standard of excellence. Goulds Pumps give better service because they are a better product—and that is why it will pay you to sell them.

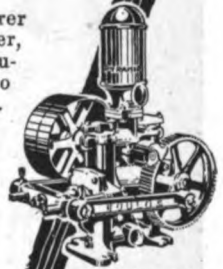
We will welcome an opportunity to show you what Goulds quality really means.



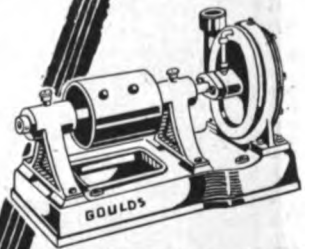
HAND PUMPS



SPRAY PUMPS



POWER PUMPS



CENTRIFUGAL PUMPS



The Goulds Manufacturing Co.
Main Office and Works, Seneca Falls, N. Y.

New York
16 Murray St.
Philadelphia
111 N. 3rd Street

Boston
58 Pearl St.
Pittsburgh
636 Henry W. Oliver Bldg.

Chicago
12-14 S. Clinton St.

Houston
1001 Carter Bldg
Atlanta
3rd National Bank Bldg.

Absolutely

The merit of a product is attested by the demand.
The volume of demand is evidenced by the size of the works.
And when the works, steadily increasing, year after year
attain immense proportions—

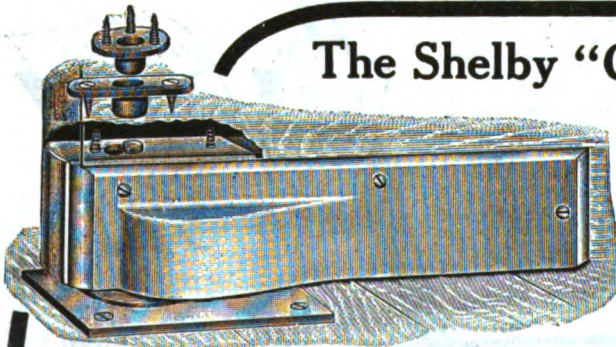
THEN is conclusively demonstrated the continued and
absolute confidence of a vast army of users in the
excellence, worth and reliability of the goods.



HENRY DISSTON & SONS, INC.
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA.



THE LARGEST IN THE WORLD.



The Shelby "CHIEF" Floor Hinge

With Improved Pivot and Socket

*"The hinge without woes,
As the wise buyer knows."*

The attractive features about the Shelby Chief Double-Acting, Ball-Bearing Surface Floor Hinges are, strong construction, durability, beauty, simplicity of installation, and low price for superior quality.

Sell the Shelby Chief and watch your profits grow.

A NEW CATALOG READY FOR YOU

A card will bring you one of our new No. 18 catalogs just off the press, which illustrates Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges, and a number of items not mentioned. Ask for catalog today.

SHELBY SPRING BUTTS

Are made entirely of wrought metal; they are very strong, durable and attractive; made in 3, 4, 5, 6, 7, 8 and 10-inch sizes.

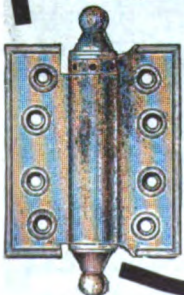
They have no equal.

The Shelby Spring Hinge Co., Shelby, Ohio

Coast Representatives:

Pond Hardware Specialty Co.
Los Angeles, Calif.

D. L. Herman
Seattle, Washington



ESTABLISHED 1886
KAUFMAN HARDWARE COMPANY

WHOLESALE AND RETAIL
LIGHT AND HEAVY HARDWARE
ELECTRIC SUPPLIES MAIL SUPPLIES
714 AND MERRIMAN STS.

CENTRAL UNION TELEPHONE 410

ANDERSON, IND. Feb. 14, 1918.

The Winchester Repeating Arms Co.,
New Haven, Conn.

Gentlemen:-

Our sales on Winchester Rifles have increased so quickly, due to your advertising campaign, that we want to let you know about the successful results. Out of the first 100 Mitchell letters sent out we have sold thirty-eight rifles to boys that received letters and several rifles to their boy friends who did not receive letters. Our sales on 22 caliber rifles have tripled since selling these rifles. We had you mail these letters direct to the boys and not the parents as you first instructed us to give parents names and we believe this to be one of the reasons of our success. The letter mailed to the parent would be destroyed if he did not want his boy to have a rifle. Mailed direct to the boy he will "kick up a fuss" until he gets the rifle.

We have eliminated from our stock of guns and ammunition all other makes but Winchester. In view of this fact do not forget us on any advertising campaign that you may put on in the future, as we want the benefit of the results from same.

Yours truly,

KAUFMAN HARDWARE CO.

Carl Kaufman

BNF/P.



Official Membership
Button of the
Winchester Junior
Rifle Corps

Read the letter below; put yourself in the place of a boy of fourteen. Would you let another day go by before calling on your dealer? Not much! You'd take the membership card to headquarters that very day and get your membership button.

The boys in your town are just waiting for this opportunity. Start the ball rolling, and get the profit that is sure to follow.



How one dealer cashed in on the Winchester Plan.

Wherever the Winchester plan is put in operation it does more than just scratch the surface. It bites in deep.

The letter shown above, from the Kaufman Hardware Co. of Anderson, Indiana, tells substantially the same story that hundreds of dealers tell us.

Make your store Winchester J. R. C. headquarters, and cash in on the widespread interest that is being taken in the new national organization, the Winchester Junior Rifle Corps.

It's a new way to build up a business in .22 caliber rifles and ammunition, with real profit assured. Mail the attached coupon today and learn how you can get started with this business-building plan.

WINCHESTER REPEATING ARMS CO., DEPT 596
NEW HAVEN, CONN.

WINCHESTER

World Standard Guns and Ammunition

JOHN BROWN

SHOTGUNS, RIFLES, AMMUNITION
AND GENERAL SPORTING GOODS
116 MAIN STREET

TELEPHONE, MAIN 43

STOCKBRIDGE, MASS.

April 21st, 1918.

Dear Tom:

If you have not already joined the Winchester Junior Rifle Corps, or if you have never got any first hand information about this Honorary Organization made up of crack Boy and Girl Marksmen and Sharpshooters from all over America, it will pay you to read carefully the enclosed booklet.

This booklet will tell you how you, too, can become expert with a rifle and earn the famous Winchester Marksmen and Sharpshooter Medals.

Take this booklet off to your room where you won't be disturbed and read every page of it thoroughly. When you have learned all about the Winchester Junior Rifle Corps, and know what it stands for among real live American boys all over the States, you won't want to be out of it another day.

So we have enclosed a membership application blank. Fill it out and bring it in to this store - which is headquarters for the Winchester Junior Rifle Corps. We will give you a membership button and you will be duly registered as a member with the right to compete for the Prize.

Bring in

Winchester Repeating Arms Co.

Dept 596 New Haven, Conn.

Gentlemen: I have not received my copy of the W. J. R. C. Plan. Please send it by return mail.

Name

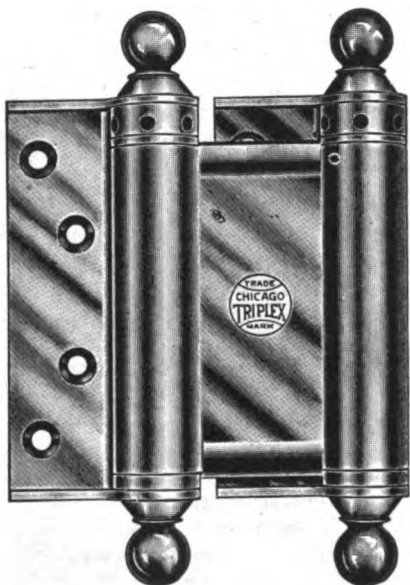
Street

City..... State.....

TRADE
CHICAGO
MARK
SPRING HINGES

A SUGGESTION

HAVE you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue W-32. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company,

CHICAGO



NEW YORK



There is a Difference in Rope

There may be very little difference in the appearance of a new rope of one brand and that of another, but if one considers of what a rope is made, how it is made, by whom it is made, where it is made and the reputation of the manufacturer, he will see that there must be a difference. If you will consider all these questions before you place your next rope order — you will decide on

COLUMBIAN

Columbian Rope Company

Auburn "The Cordage City" New York

Branches: New York, Chicago, Boston

Pacific Coast Distributors

BAKER, HAMILTON & PACIFIC CO.
San Francisco

Work together for victory.



The Farmer
must raise more.



The Mechanic
must produce more.



The Railroads
must speed up.



The Ships
must make more trips.



The Business Man
must help the others.

On Washington's Birthday I watched the New York City detachment of our new National Army swing down Fifth Avenue. There were ten thousand of them marching through the heavy, swirling snow.

I wondered how many more would have to go. We may have to send all the young men and then call for the older men, just as France has done, and just as we did during the Civil War. None of us want that to happen.

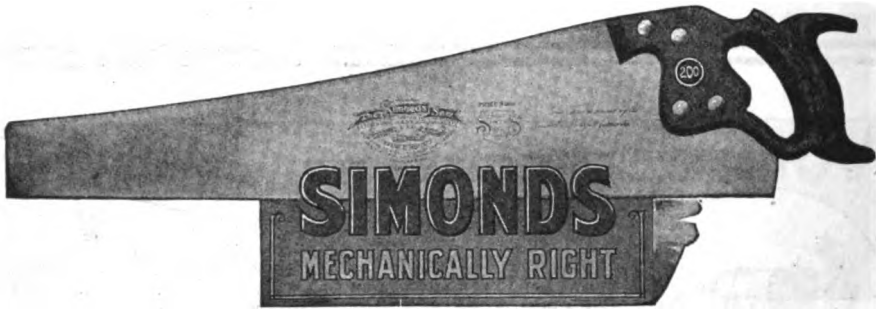
The only way to stop the outflow of soldiers is to beat the Kaiser and his horde of Huns. The only way to do that is to give our boys in the trenches so much of the munitions of war—of such excellent quality—that they will be as superior to the enemy as a workman with a turret lathe is to a workman with an old hand lathe.

So let us think quickly of better ways to do our work. The war today demands that we do more than we ever have done before. Let us all speed up, with the thought that we, too, are fighting the enemy, even if we can't see him. Let us hurry our work at our desks and benches, and thus keep millions of men out of the trenches.

(Signed)

John H. Patterson
President
The National Cash Register Company

If one slows down all are delayed.



Sell Saws That are Mechanically Right

That is the way to satisfy your customers. They want saws that cut right, that hold their cutting edge, that are made of high grade steel. While the carpenter is today not so much interested in finish, he still likes to have a good looking saw and surely there is no other which compares with the Simonds in finish.

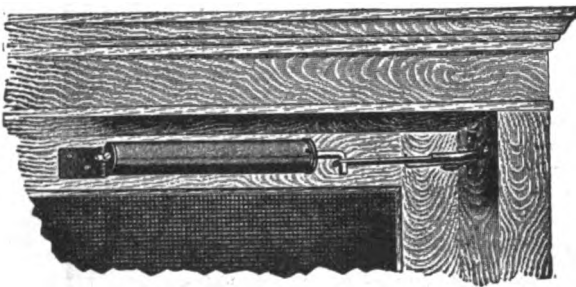
There is none which excels it in quality. It leads them all in profit to Dealer and value to Customer. Send for catalog and terms.

Simonds Manufacturing Company

"The Saw Makers"

Portland, Oregon
San Francisco, California

Seattle, Washington
Vancouver, B. C.



MADE BY

SUPERIOR Screen Door Check

The only Check that has the jack-knife lever which allows the door to open clear up against the wall without strain on the Check.

It also has a positive plunger and automatic inlet valve for air.

The above features together with the low price makes it the best Check for user, dealer and jobber.

Quickly and easily attached by anyone.

If your jobber can not supply you, write us and we will give you the address of your nearest jobber who handles our Check.

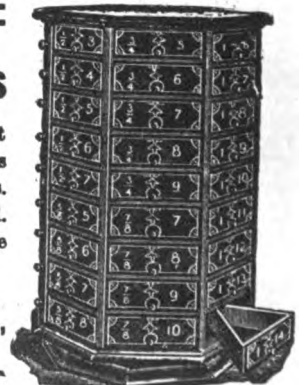
SUPERIOR SPRING HINGE COMPANY, 136 West Lake Street, Chicago



Revolving Bolt and Screw Cases

Dealers in Hardware, Auto Supplies, etc., find that time and space are saved by using the Revolving Cases for keeping loose Bolts, Screws and Auto Accessories. Everything is kept right at the clerks' fingers' end. Catalog sent on application. All jobbers handle these cases.

American Bolt & Screw Case Co., Dayton, O.



"YANKEE" QUICK RETURN

In 3 Sizes

With spring in the handle to drive bit back quickly. Holds it extended for overhead work.



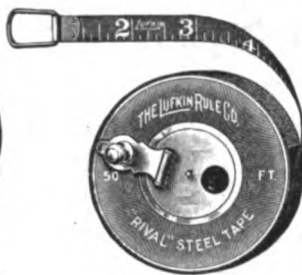
No. 130—For all general work. Very popular.

No. 131—Heavy pattern, for general house carpentry and heavy screw driving. Becoming very popular.

No. 135—Small size, for smaller screws, electrical work, and wherever a large number of small screws are frequently driven. Your Jobber will supply you.

NORTH BROS. MFG. CO.
Philadelphia, Pa.

AN
UNEQUALED
ASSORTMENT
FOR
HARDWARE
STOCK



In every race there's a "CHALLENGE"

a "RIVAL"

and a "BANNER"

LUFKIN

AND WITH THESE LINES ON HAND YOU CAN LAND EVERY PROSPECT
TAPES, BOXWOOD and SPRING JOINT RULES

Stand on Records of
PERFORMANCE as well as
a GUARANTEE
Stocked by Your Jobber

THE LUFKIN RULE CO.

SAGINAW, MICHIGAN
106 Lafayette St., N. Y.
Send for Catalogue

WAGNER Trolley Overhead Carrier

FOR GARAGES, SHOPS AND FACTORIES.—A simple, practical, efficient hoisting and carrying device for handling heavy objects. Will pay for itself many times over in any garage, shop, factory or store where heavy objects must be handled. With this outfit one man can handle any object weighing up to 700 lbs. Two or three men can move a ton. Outfit consists of the Wagner Self-Cleaning Track, roller-bearing tandem carrier and centre pull triple sheave hoist. Write for prices. Also ask for the Wagner 96 page catalog of Barn Door Hangers, Trolley Tracks, Studding Sockets, Hardware Specialties, Sleds and Non-Tipping Coaster Wagons.

WAGNER MFG. CO., DEPT. C, CEDAR FALLS, IOWA.

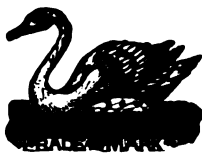


Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

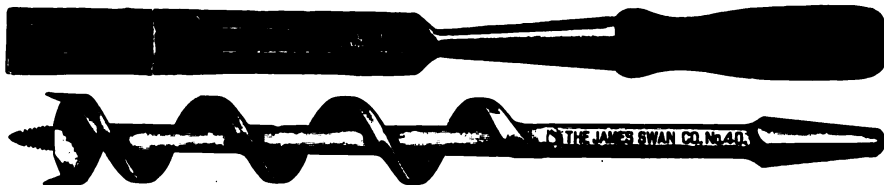
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

Bits
Augers



Chisels
Draw Knives



Nail Sets
Gimlets



Gouges
Screw Drivers

New York Office: 100 Lafayette Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Samson Spot Sash Cord

Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes, colors and grades, for all purposes. Carried by all jobbers.

SASH CORD
CLOTHES LINES
SOLID BRAIDED ROPE

SHADE CORD
MASONS' LINES
CHALK LINES

Send for catalogue and samples.

Samson Cordage Works

Boston, Massachusetts

"Easy Emptying" Grass Catchers

"Favorably known
the world over"
now made with

Re-Inforced
Non-Slipping
Bottom

Rigid Light
Durable

Many exclusive
patented features
and strong selling
points explained in
Catalog No. 14.

Write for it



Some of Our Pacific Coast Jobbers
California Edw. Co. Pacific Edw. & Steel Co.
Failing-McCalman Co. The Schaw-Batcher Co.
Honeyman Edw. Co. Schwabacher Edw. Co.
Kelley-Mason Edw. Co. Seattle Hardware Co.
Marshall-Wells Edw. Co. The Thomson-Diggs
Co. Co.
Dunham, Carrigan & Hayden Co.
Hoffman Edw. Co.

The Specialty Mfg. Co.

St. Paul, Minn., U. S. A.

1,000,000

DROP FORGED WRENCHES

ALL SIZES AND FINISHES
IN STOCK

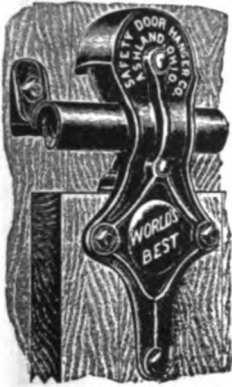
THE WHITMAN & BARNES MANUFACTURING CO.

Established 64 Years

GENERAL OFFICES: Akron, Ohio

NEW YORK STORE: 64 Reade Street

FACTORIES: Akron, Ohio, Chicago, Illinois, St. Catharines, Ont.



**YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT**

**World's Best
Tubular Track
Barn, Factory
and
Warehouse
Door Hanger**

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Hammest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you we will.

SAFETY DOOR HANGER CO.

ASHLAND, OHIO, U. S. A.

C. H. & F. W. JONES, Bialto Bldg., San Francisco, Cal.
and Equitable Savings Bank Bldg., Los Angeles
Western Representatives



**BRIDGEPORT HARDWARE
MFG. CORP.**

BRIDGEPORT, CONN.

**"FIXIT" POCKET KNIFE KIT
No. 186**

Comprises

Brass-lined Jack Knife with coco handle

Wood Saw

Chisel Rule

Bottle Cap Lifter

File Reamer

Cork Puller

Gimlet

Screw Driver

Can Opener

Each tool made of finest steel. Heavy leather case. Weighs only 9 ounces. Fits perfectly in the pocket. Size when closed $3\frac{1}{4} \times 4\frac{1}{2} \times 1$ inches.

THE MATCHLESS TIRE TOOL



Tempered Steel, $11\frac{1}{2}$ Inches

No. 38—Natural finish List \$6.00 Doz.
No. 39—Polished List \$9.00 Doz.

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales
Agents
New York City

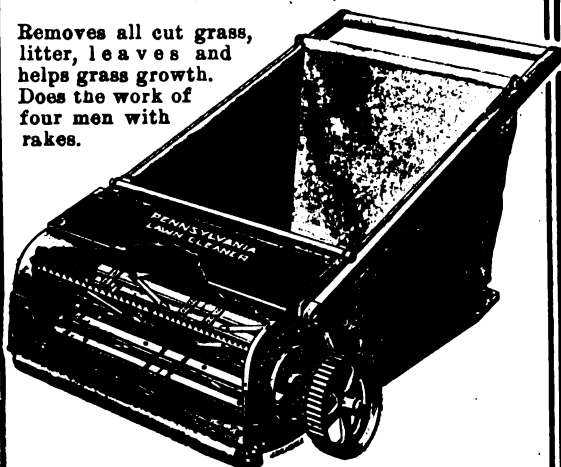
For Your "Big Trade"

For Large Lawns, Golf Courses, Cemeteries
and Public Parks

PENNSYLVANIA
Quality

Lawn Cleaner and Rake

Removes all cut grass,
litter, leaves and
helps grass growth.
Does the work of
four men with
rakes.

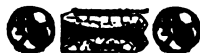


Putting Greens Sweeper

Brushes up all worm
casts, wet or dry, with-
out injury to turf in
one-tenth usual
time.



Write us for literature. Dealer's Help Service
free—ask for it



Look for this mark
on the handle of all
"PENNSYLVANIA"
Quality Mowers:
"Pennsylvania"
"Pennsylvania, Jr."
"Pennsylvania Golf"
"Pennsylvania Put-
ting Greens Mower"

"Continental"
"Great American
B. B."
"Shock Absorber"
"Quaker City"
"Red Cloud B. B."
"Orchid B. B."
"Daisy"
"New Belmont"
"Bellevue"

"Panama"
"Delta B. B."
"Electra"
"Pennsylvania
Pony"
"Pennsylvania
Horse"
"Pennsylvania
Grand Horse"
"Pennsylvania
Trio Horse"
86-inch cut

PENNSYLVANIA MOWER WORKS

JOHN BRADLEY SONS
FOUNDED 1877 PHILADELPHIA

Remove Stock Rapidly and Smoothly



"The
DELTA

Is the only Line of Files
from 3 to 24 inches that are
made absolutely of

**CRUCIBLE
STEEL"**

This high quality material
and our scientific hardening
and tempering methods en-
able us to produce files of
exceptional durability.

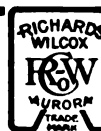
Delta Files are made in sev-
eral shapes and sizes—there
is a shape and size for your
particular requirement.

Use Delta Files in your shop
—you will increase your out-
put and greatly reduce your
cost of filing.



This trade mark safeguards the
interests of thousands of file
users everywhere. Always look
for it.

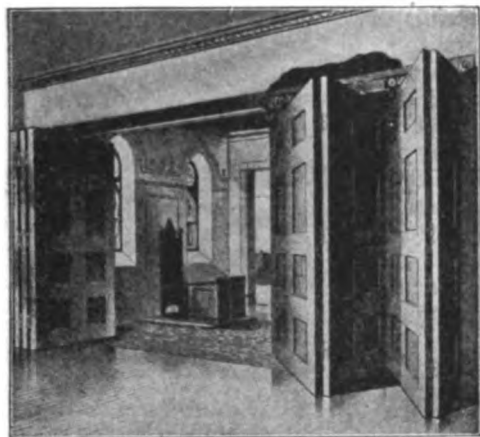
DELTA FILE WORKS
PHILADELPHIA, PA.



A GILT EDGE INVESTMENT

For builders of schools, churches, lodge halls, clubs and similar institutions in which it is customary to divide auditoriums into class rooms and vice versa.

Richards-Wilcox Hardware for Sliding Partitions



Accordion Door

Every dollar invested in R-W Hardware for sliding partitions not only pays a handsome stock dividend of service to the owners of the building, but earns a high rate of interest in favorable public opinion for the architect or builder who specifies it.

Made in suitable sizes and styles to accommodate all requirements and for three types of partitions—Parallel Door Partitions, Accordion Door Partitions, Flush Door Partitions.

Write for illustrated book
"Sliding Door Hardware for Partitions"
Sent without obligation

Richards-Wilcox Manufacturing Co.

AURORA, ILLINOIS, U.S.A.

Richards-Wilcox Canadian Co. Ltd. London, Ont.

"A hanger for any door that slides"

SAN FRANCISCO
LOS ANGELES
NEW YORK
CHICAGO

PYRAMONT
PHILADELPHIA
BOSTON
ST. LOUIS



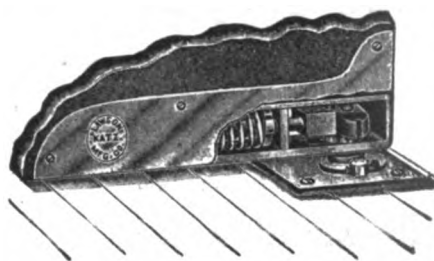
Surface Floor Spring Hinges



Are slow acting with a positive holdback feature when opened to 90°; will INSURE AGAINST ACCIDENTAL release of door. INVISIBLE TOP PIVOT AND SOCKET. MADE OF WROUGHT METAL. NO MORTISING REQUIRED. SAVES TIME AND MONEY—COST NO MORE. Write for catalog and prices.

LAWSON MFG. CO.

Corner Superior and Franklin Streets, Chicago, Illinois
New York Office, 85 Walker Street



"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work



Specially Adapted for Hardwood Working

The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface.

It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct

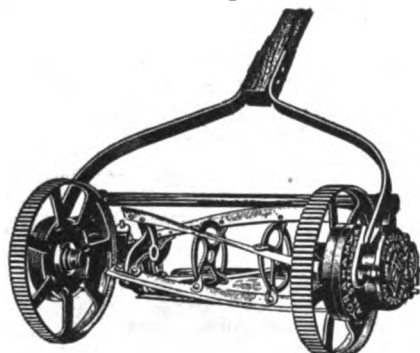
Supplied in Sets

Write for Catalogue

GENUINE "PHILADELPHIA" LAWN MOWERS

THE WORLD'S STANDARD SINCE 1869

Genuine "Philadelphia" Lawn Mowers have never failed to give absolute satisfaction. We

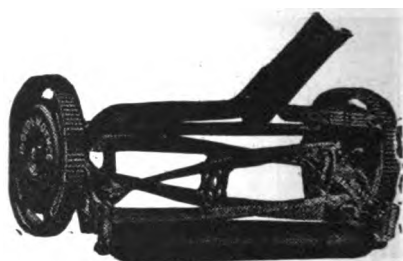


"GRAHAM" and "A" All Steel, Practically Indestructible

employ only highest grade of materials and workmanship to produce the most perfect lawn mowers and some of them have been in commission twenty-five years, which proves they are all that we claim for them.

Now is the opportune time to place orders.

Catalog on request

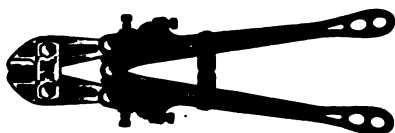


"OVERBROOK," "INDEPENDENCE" ROLLER BEARINGS
More Practical and Far Superior to Old Fashioned Ball Bearings

The PHILADELPHIA LAWN MOWER CO. 31st AND CHESTNUT STS. PHILADELPHIA, PA., U. S. A.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, San Francisco Selling Agents

PORTER'S New Easy Bolt Clippers



Are you handling the
10-in. and 14-in. O.K. Cutters?

If not, my Pacific Coast representatives will tell you why you should.

Address

Omer Cox,
Underwood Bldg.,
San Francisco, Cal.

Jones & Cox,
Newhouse Bldg.,
Salt Lake City, Utah

Sands & Cox,
San Fernando Bldg.,
Los Angeles, Cal.

Turnbull & Cox
Mint Block
Denver, Colorado.

Strimple & Cox,
L. O. Smith Bldg., Seattle, Wash.

H. K. PORTER

Bolt Clipper Specialist
6 ASHLAND STREET, EVERETT, MASS.

The "PONY"

Is the very best Hand Machine that money can buy, for setting Tubular or Bifurcated Rivets



IT'S GUARANTEED

SOLD BY JOBBERS EVERYWHERE

Made by

F. H. SMITH MFG. CO.

CHICAGO, U. S. A.



BUYERS WHO SEE AHEAD

realize the need for early orders in the garden line.

JOBBER and DEALERS!

Now is an opportune time to form a permanent, profitable connection with a factory which will render service in every way, on goods which are fast becoming leaders.

Liberty Cultivator-Weeder
Hand Cultivator
Wheel Cultivator
Gilson Weeder
Comes in Four Sizes
Lawn Edge Trimmer
Attach to Gilson Weeder
Gilson Scratch Weeder
Five Sizes and Styles
Wonder Dandelion Digger

GILSON GARDEN TOOLS

are gaining rapidly in popularity where they are introduced, through sheer merit. A splendid assortment of Hand and Wheel Adjustable Cultivators, Weeder, Scratch Weeder, etc., are listed in our catalog.

Send for Samples and Free Booklet

J. E. GILSON CO.

Port Washington, Wis.

Western Representative
JOHN KEGLEY
Lankershim, California



**Sold by All
Leading Jobbing and Supply Houses**

**Buy a
SAMSON or ROWELL**

Railway Car Mover

**And Have a
LITTLE SWITCH ENGINE
OR
YOUR OWN**

PRICE EACH, \$5.00



Made Only by

G. D. ROWELL & SON, Appleton, Wisconsin

Mayrant Conner, 693 Mission St., San Francisco, Pacific Coast Representative

GARDENS — GARDENS — GARDENS

Never—were there so many people engaged in Gardening.

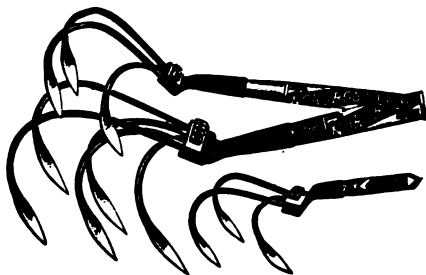
Increased production, is our Country's cry. "NORCROSS" GARDEN CULTIVATOR-HOES AND WEEDERS are playing an important part in this Nation-wide movement. They are favorite tools; but—the demand almost exceeds the possible supply.

DEALERS: Don't delay your orders.

Jobbers are buying heavily, that you may be supplied. Early buying may pay you big dividends.

Remember the name—"NORCROSS."

C. S. NORCROSS & SONS
Manufacturers BUSHNELL, ILL., U. S. A.



Clover Leaf Manila Rope

Nothing Better



Trade Mark

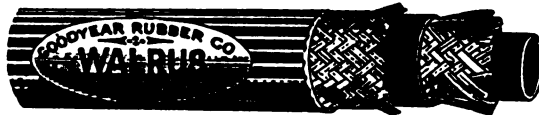
PORTLAND CORDAGE COMPANY

Portland, Oregon — Seattle, Washington

Established 1887

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. O. F. RUNYON, Secy.
Nos. 587, 589, 591 Market and Second Sts. Nos. 61, 63, 65, 67 Fourth St. & Pine St.
SAN FRANCISCO, CALIFORNIA PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

"Pittsburgh Perfect"

Wire Nails

ALL KINDS

Barbed Wire

Baling Wire and Ties

AT RIGHT PRICES TO YOU

PITTSBURGH STEEL CO.

359-365 Monadnock Building
SAN FRANCISCO

Carload Shipments from Pittsburgh Mills to All
Points on the Pacific Coast

A. C. RULOFSON CO.

Sales Managers

BRANCH OFFICES: 1213 L. C. Smith Bldg., Seattle, Wash.
403 Railway Exchange Bldg., Portland, Oregon
1446 Malvern Ave., Los Angeles, Cal.



YOU CAN READILY SELL

"Dick Smith" Self-Feed Nail Stripper



*To Fruit Growers, Box Makers, Canners
Packers and Mechanics*

Will save time and money in your own packing department.

Best Construction—11-64 Bessemer rod 107 coke tin. Lock corner sugar pine box.

Fastest—Self-feeding. No time lost in keeping full.

Most Economical—Adjustable. Works nails from 2d to 10d equally well.

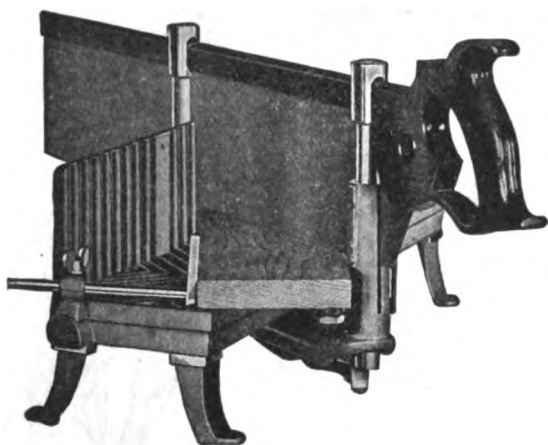
Strongest—Put together in a way to insure durability.

Handiest—Light weight. Only 10 pounds. Closes like a suit-case.

Write for prices and full information.

DICK SMITH, 1738 West 51st Place, Los Angeles, California

OR ANY WESTERN JOBBER



The MARSH-AYER MITRE BOX is Recognized as the Best

WRITE FOR FULL INFORMATION.

H. C. MARSH CO.

212 Race Street - - - Rockford, Illinois

WESTERN REPRESENTATIVES.

Omer Cox.....San Francisco, California
Sands & Cox.....Los Angeles, California
Strimple & Cox.....Seattle, Washington
Jones & Cox.....Salt Lake City, Utah
Turnbull & Cox.....Denver, Colorado

What Other Dealers are Making

We emphasize making, because sharpening safety razor blades with a Hatfield Machine is a money making proposition. The profits start coming in as soon as you install the machine, and they keep coming your way right along afterwards.

What other dealers can do — you can do. It's simply a question of getting started right. The

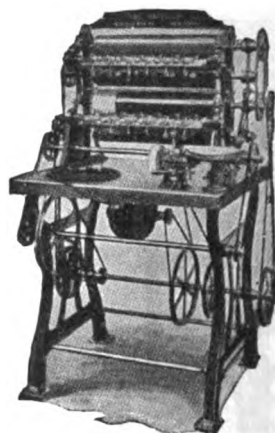
Hatfield Grinding Machine

coupled with our backing, advice and experience, will get you started right. Remember, ours is the only machine that will put a velvet edge on every one of the 300-odd makes of safety razor blades.

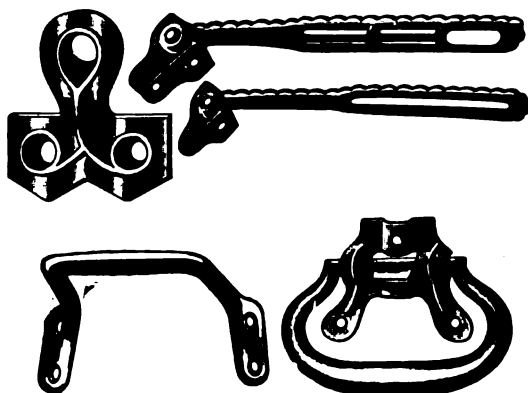
The speed of the Hatfield is limited only by the ability of the operator. Our 12-blade machine sharpens 10 dozen blades per hour.

Send for Booklet. It tells exactly what dealers are making and what they think of the Hatfield.

HYFIELD MFG. COMPANY
21 WALKER ST., NEW YORK CITY



Great Assortment of Ears, Knobs and Handles



Leading Supply House in America for this Class of Goods. Ask for Samples, Catalog and Prices.

BERGER BROS. CO., Mfrs.

Office—229-231 Arch Street

Store—237 Arch Street

Warerooms & Factory—100-114 Broad St.
PHILADELPHIA



American Seal Cements

ASBESTOS FURNACE CEMENT will withstand more heat than iron, bakes as hard as the casting itself, and will not crack, shrink, crumble or fall out.

ELASTIC OIL ROOF CEMENT is a superior article in colors for bedding slate and tile roofs and repairing leaks in tin, metal, gravel and composition roofs. Especially adapted for pointing up around skylights and fire walls.

CARBON CEMENT, the peer of all lightweight cements, is made up of long asbestos fibre, and elastic, adhesive waterproof gums. The ideal cement for making an old roof new, using the old roof as a foundation.

T-OO is a waterproofing cement in colors, especially recommended for use on side walls exposed to heavy driving rains, preventing the water from permeating these walls.

Manufactured by

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1918



"Highest Award (Medal of Honor) for FILES and R A S P S, Panama-Pacific International Exposition, San Francisco."

Established 1863



V & B NUT PLIER

Designed for use on Nuts and Bolts. Will not mash the Nuts.



Number 200, Assortment—Contains two Number 3 and four Number 5 Pliers.

Number 3—6 inches long. Holds Nuts 3-16" to 5/8" outside measurement.

Number 5—7 inches long. Holds Nuts 7-16" to 1" outside measurement.

Packed 1/2 dozen in a box.

This is one of the most popular tools we have ever manufactured. For sale by all jobbers.

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

CHICAGO

There Is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Denver, Colo.

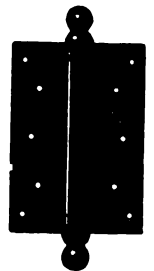
ONLY

BOMMER

DOUBLE ACTING
SPRING BUTT HINGES



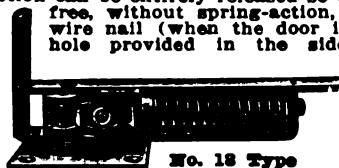
have the weight supporting bearings correctly located to liberate the action of the springs, reducing breakage and increasing spring power, preventing unequal wear of the barrels, and giving practically unlimited durability.



Bommer Floor Surface Spring Hinge

Has Release and Holdback Features, Ball Bearing and Alignment Device

The most durable hinge of its type; holds the door open when swung to 90 degrees. The spring-action can be entirely released so door will swing free, without spring-action, by inserting a wire nail (when the door is open) into a hole provided in the side plates. The spring-action can be restored by withdrawing the nail.



No. 12 Type

BOMMER BROTHERS, Mfrs., Brooklyn, N. Y.

STIMPSON SHEET BRASS

WIRE - BRASS - COPPER

SHEET COPPER

ROLL BRASS, HOOP BRASS, BRASS
SIGN BRASS, SPRING BRASS, COPPER
BRASS ANGLES AND CHANNELS.
BRASS, COPPER AND SILVER WIRE SHEET-ROD
TUBING ROUND AND SQUARE BAR-ROLL

EDWIN B. STIMPSON
COMPANY
BROOKLYN, N.Y.

TACKS SMALL CUT NAILS

Cobblers' Nails, Glazier Points, Etc.

Double-Pointed Tacks and Staples

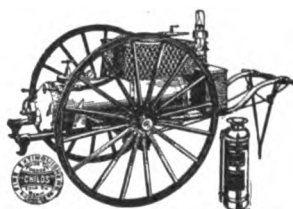
Send for Illustrated Catalogue, most convenient
and comprehensive

THE SHELTON TACK CO.

Successors to Shelton Co.

Shelton, Conn. New York Office, 96 Warren St.

HARDWARE AGENTS WANTED



Pacific Coast Distributors
RALPHS-PUGH COMPANY
San Francisco, Cal.



We manufacture everything from dependable hand fire
extinguishers to large chemical engines and chemical
tanks for fire department service. There's good profit
in being our agent. We carry the stock. Write us for
catalog and special hardware discounts. Manufacturers
of Fire Apparatus. O. J. CHILDS CO., Utica, N. Y.

SERVICE
Brier Hill Steel
Company
A. C. RULOFFSON, Pres't

BRIER HILL STEEL CO.

OF CALIFORNIA

SERVICE
Brier Hill Steel
Company
J. S. BISHOP, Sec'y

STEEL SHEETS

ALL KINDS

Stock or Mill Shipments

WRITE FOR PRICES
WE WILL DO THE REST

Mills at
Youngstown
Ohio

Mills
at Niles
Ohio

BRANCH OFFICES

1213 L. C. Smith Bldg., Seattle, Wash.

403 Railway Exchange Bldg., Portland Oregon

1446 Malvern Ave., Los Angeles, Cal.

359-365 MONADNOCK BUILDING, SAN FRANCISCO



Williams' Guaranteed Drop - Forged Safety Lath Dogs

Tools in constant use should have qualities of strength and wear which will make them fit for many years of duty. WILLIAMS' product is all designed and made with that purpose.

A good tool helps you and is a constant and good advertisement for us. We guarantee that every tool we sell shall fulfill the purposes of strength, wear and utility. Catalog free.

J. H. WILLIAMS & CO.

"The Drop-Forging People"

60 Richards Street, Brooklyn, N. Y.

Western Office and Warehouse, 60 S. Clinton Street, Chicago, Illinois



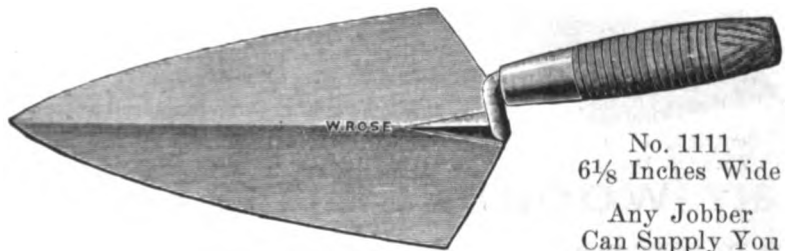
W. ROSE Wide Heels Supplanting Narrow Trowels

Accurate forging of W. ROSE wider blade prevents it from seeming awkward.

May we mail our Tool Book?

WM. ROSE & BROS.

200 W. Elmwood Avenue
Sharon Hill, Pa.



No. 1111
6 1/8 Inches Wide

Any Jobber
Can Supply You

WIEBUSCH & HILGER, Ltd., 110 Lafayette Street, New York, Selling Agents

COLDWELL WALK TYPE MOTOR MOWERS

Also manufacturers of triple gang mowers, single horse mowers and hand mowers—150 different styles and sizes.

Write for price lists and full particulars

Coldwell Lawn Mower Company

Factory and Offices at Newburgh, New York Chicago Office 62 East Lake St., Chicago

Do You Sell Hose Menders?



Improved Perfect Clinching Hose Menders are fast sellers. Made with seamless brass tubes and heavy galvanized clamps. Also all steel retinned. Every clamp is turned inwardly to grip the hose. Prices right.

Send for our general catalog—to-day.

STUBER & KUCK CO.
Peoria, Illinois

New York Office—154 Chambers Street, J. M. Sherwood, Manager
San Francisco Office—Rialto Building, William P. Horn, Manager

The Auto-Wheel Convertible Roadster

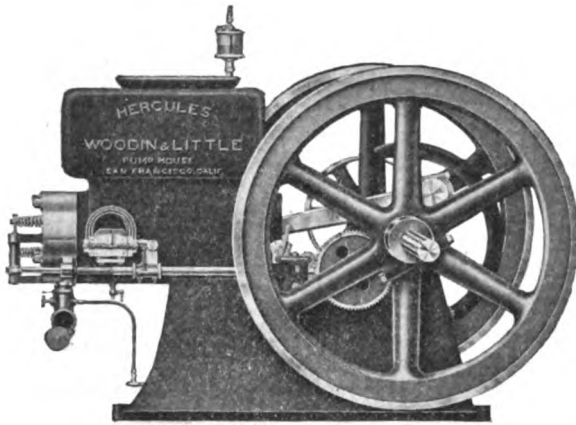
has made a tremendous hit with the youngsters all over the country—and with the parents, too. It's a Roadster and a Coaster combined—just what every boy wants. It's built like the famous Auto-Wheel Coaster, with roller-bearing wheels and steel axles. It's absolutely the latest invention in coaster wagons, patented November 7, 1916.

Are You an Auto-Wheel Dealer?

In our national advertising we are telling the boys to look for the Auto-Wheel dealer in their town. If you're not an Auto-Wheel dealer, you're missing a big opportunity for easy sales and a quick turnover.

Write for catalog and information regarding our dealer helps.

BUFFALO SLED COMPANY
Dept. A North Tonawanda, N. Y.
Factories: North Tonawanda, N. Y. and Preston, Ont.; New York Office, 108 Chambers Street; Pacific Coast Representatives, Pacific Sales Co., 214 Maritime Bldg., Seattle.
D. L. Herman, 214 Maritime Bldg., Seattle.



HERCULES Gasoline Engine

Most complete and up-to-date engine made. Has less parts and fool proof.

Fitted with Webster Oscillating Magneto
REQUIRING NO BATTERIES

Always Easy to Operate

Sizes 1½, 3, 5, 7, 9, and 12 Horse Power



Centrifugal Pumps
With Oil Bearings

OUR STOCK OF PUMPS FOR EVERY SERVICE AND USE

For Irrigation—Power, Belt, Electricity, Air, Vacuum, Chip, Spray, Wine, Oil, Mines, Steam, Water Works, Wind Mills, Road Sprinkling, Rams, Hand, Deep and Shallow Well Pumps, Goulds Celebrated Triplex Pumps.

W. & L. Pneumatic Water Supply Systems

Pipe, Pipe Fittings, Brass Goods, Tanks,
Wind Mills, Gasoline Engines

WOODIN & LITTLE

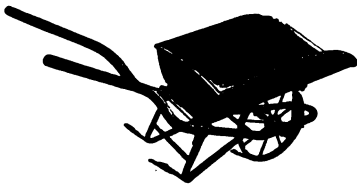
PUMP HOUSE

33 TO 41 FREMONT STREET

SAN FRANCISCO, CAL.



Goulds Pyramid Pumps



CONTRACTORS IN YOUR OWN
TOWN USE THIS BARROW

ARE YOU SUPPLYING THEM?
ASK FOR PRICES

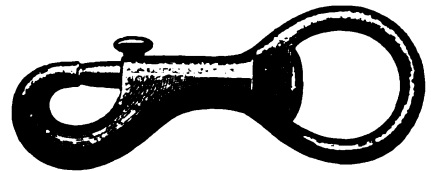
WAREHOUSE TRUCKS, CASTERS
CONCRETE MIXERS, SCRAPERS
HAND CARTS, FIBRE WHEELS
MILK CARTS, ETC., ETC.



338 - 348 Brannan Street, Near Second
SAN FRANCISCO, CAL.

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from ½ to 1½ Inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.



They All Need Them

**THE BUTCHER
THE BAKER
THE GROCER
THE HOTEL MAN**

AND THEY NEED TILEM BADLY. The public will no longer tolerate goods that have been exposed to flies. Merchants know this.

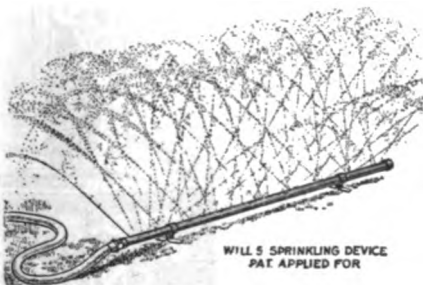
SO, MR. DEALER, just show them a trap that will do the work, and they are buyers immediately.

AVIS SANITARY FLY TRAPS have made a reputation for themselves. The very construction of the trap attracts more flies than other kinds. This is the one for you to get behind. For sale by all jobbers.

Manufactured
... by

A. B. Avis
POMONA, CALIF.

WILLS Scientific Sprinkler FOR LAWNS AND GARDENS



Three Superior Qualities

Durability—Efficiency—Cheapness

Made of steel galvanized pipe. Saves 25% on Water Bills. Covers 25% more surface with same water. No Rust — No Leaks — Solid standards — securely attached. No bending or breaking. Hose connection BEST made.

The Spray is distributed equally covering every space and corner.

Made in all Lengths, and to suit any pressure.

Guaranteed for 10 years' service if properly cared for. Ask your Jobber or send direct to the Factory for our descriptive folder.

WILLS SPRINKLER CO.

607 CROCKER ST. LOS ANGELES, CAL.

Here's the Sprinkler that's in Big Demand



THOMPSON'S IMPROVED TWIN LAWN SPRINKLER

Throws fine mist-like spray. Very novel design. Non-corrosive. Made of zinc, lined with brass. Covers large area. Order now. Sold thru leading jobbers. Write at once for descriptive folder of sprinklers and permanent systems.

Thompson Manufacturing Company
East Eighth and Santa Fe Avenue
LOS ANGELES



JAP-A-LAC

HOUSEHOLD FINISHES

WE ARE HEADQUARTERS
FOR

Jap-a-Lac Household Finishes
Enamels, Varnish Stains
Varnishes

And All

Glidden
"Green Label"
Products

==
SEND US YOUR ORDERS
==

BAKER, HAMILTON & PACIFIC CO.

Complete Stocks of Paints, Oils and Glass

SAN FRANCISCO, CAL., U. S. A. ==



100-Shot Gallery Championship

WON BY ARTHUR HUBALEK
Score 2476 out of a possible 2500

Shooting

Peters

.22 Short Semi-Smokeless CARTRIDGES

Second place in the Championship event was won by Mr. L. C. Buss, 2464, Mr. Hubalek tied for first honors in the *Continuous Match*, and Mr. E. Kogler won the Bull's Eye Match, all using **Peters**.

This tournament was held under the auspices of the Zettler Rifle Club, New York City, March 13-16, and attracted the best off-hand shots in the country. Range 75 feet, standing position.

All but two of these expert amateurs selected **Peters** Semi-Smokeless Cartridges as the most dependable for such an important contest.

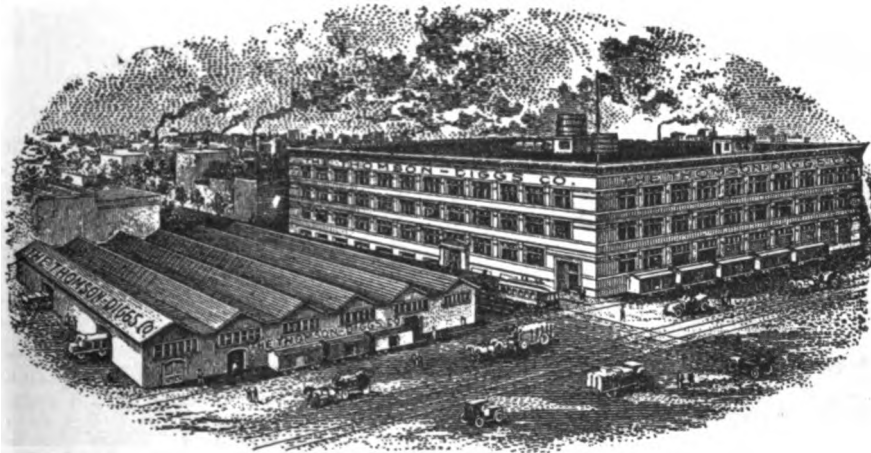
The 100-Shot Gallery Championship has been won with the © brand ammunition 13 out of the past 20 years

THE PETERS CARTRIDGE COMPANY

Pacific Coast Branch: 585-587 Howard Street, San Francisco
 Marshall-Wells Hardware Co., Portland-Spokane, Duluth, Winnipeg-Edmonton
 Hibbard, Spencer, Bartlett & Co., Chicago, Ill.
 Butler & Britain, Inc., San Francisco

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL

PRICE LISTS

THE NORTON DOOR CHECK AND SPRING WITH REGULAR ARMS



Besides the sizes specified for certain size doors it is good judgment to take into account the wind pressure, suction blowers, heating system by forced air, elevator draughts, etc.

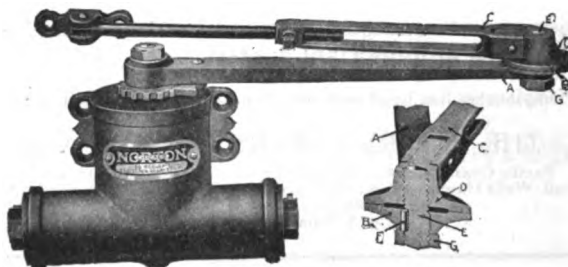
| | |
|--|---------|
| Size A—Suitable for light inside and screen doors..... | \$ 3.50 |
| Size B—Suitable for light inside doors 2 ft. 6 in. wide by 1½ in. thick | 4.25 |
| Size C—Suitable for doors 2 ft. 8 in. wide by 1¾ in. thick..... | 5.00 |
| Size D—Suitable for heavy inside or light outside doors 3 ft. by 7 ft. by 2 in. thick..... | 6.00 |
| Size E—Suitable for heavy outside doors 3 ft. by 8 ft. by 3 in. thick.. | 8.00 |
| Size F—Suitable for extra heavy outside doors..... | 10.00 |

Regular finish—Gold Bronze. Packed one in a box with screws and wrench.

Checks furnished in Aluminum or imitation Bower Barff without extra charge.

THE NORTON DOOR CHECK AND SPRING WITH HOLD OPEN ARMS

Arms Made Reversible, Turn Over for Other Hand



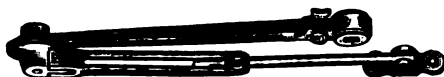
| | |
|--|---------|
| Size A—Suitable for light inside and screen doors..... | \$ 4.00 |
| Size B—Suitable for light inside doors, 2 ft. 6 in. wide by 1½ in. thick | 5.00 |
| Size C—Suitable for doors 2 ft. 8 in. wide by 1¾ in. thick | 6.00 |
| Size D—Suitable for heavy inside or light outside doors 3 ft. by 7 ft. by 2 in. thick..... | 7.00 |
| Size E—Suitable for heavy outside doors 3 ft. by 8 ft. by 3 in. thick..... | 9.50 |
| Size F—Suitable for extra heavy outside doors..... | 12.00 |

Packed one in a box with screws and wrench

Regular Finish Gold Bronze

Checks furnished in Aluminum or Imitation Bower Barff without extra charge

THE NORTON HOLD OPEN ARMS ONLY



| | |
|--------------|--------|
| Size A | \$1.50 |
| Size B | 1.75 |
| Size C | 2.00 |
| Size D | 2.25 |
| Size E | 2.50 |
| Size F | 2.75 |

180 DEGREE HOLDER



Special design for Hold Open Arms when doors open 180 degrees. Same price as Regular Hold Open Arms. This 180 degree Holder is used in connection with a Regular set of Arms.

The Tritch Hardware Co.

DENVER

Distributors for Colorado, Wyoming and New Mexico

TOOLS

Pexto
Stanley
Lufkin
Klein
Marshalltown
Maydole
Disston
Yankee
Walden



Gathered to Give Service to Retail Dealers

Strovell-Paterson Hardware Co.
SALT LAKE CITY, UTAH

Wholesale only.

H-W-2

Honeyman Hardware Co.

Ninth and Hoyt Streets
Fourth and Alder Streets

Great American

(Pennsylvania Quality)

Elm Park, Wizard, Monarch
Acme and Magic

Lawn Mowers

Ottumwa All-Steel Lawn Mowers

Non-Breakable, Self-Sharpening

Cotton and Rubber

Garden Hose

Hose Reels, Lawn Sprinklers

White Mountain Refrigerators

"The Chest With a Chill in It"

POULTRY NETTING

A. M. Holter Hardware Company

Established 1867

HELENA, MONTANA

WHOLESALE

Hardware, Sporting Goods

Ammunition
Blacksmiths' Supplies
Pipe
and Fittings

Mill and Mine Supplies

THE JOE WELSH LEADERS "NEVER SAY DIE"

—After using them an entire season anglers tell us they are fresh and show no signs of wear whatever. They never break because there are NO knots or splices. They are invisible in the water.

—Five breaking strains, 80 pounds to 4 pounds; lengths 3, 6 and 9 feet. Endorsed by the Test and Tryout Department of the National Sportsman. Booklet upon request.

—This ad and 25c brings you a 3-foot sample, 50c 6 feet, 75c 9 feet.

Good Dealers Everywhere
Sell Them



JOE WELSH
PASADENA, CALIFORNIA

Exclusive Agent U. S. and
Canada



**Retails for
\$1.00**

SOLD BY
Hardware Stores
Paint Stores
Department Stores
Decorating Establishments

Write for free descriptive circular and prices to the trade.

The "NU-SINK" Company

263-L W. Hellman Bldg., Los Angeles, Cal.
(Factory: San Francisco)

HAMMOND LUMBER COMPANY

WHOLESALE HARDWARE

WHOLESALE PAINTS

Specializing in BUILDERS' Hardware

Sargents Looks and Hardware,
Nails, Bolts and Barbed Wire,
Beaver Board, Black Rock Board and
Upson Board.

Galvanized and Painted Corrugated Iron,
Northwestern Expanded Metal Lath.
Composition Roofings, Felt Insulating and
Building Paper.

Cal-pa-co Paints and Painters' Supplies.

Full and complete lines of these materials stocked in carload quantities.
We solicit your inquiries.

Offices and Warehouses, Twentieth and Alameda Streets - - Los Angeles, California

WAR SAVINGS STAMPS DELIVERED TO YOUR HOME

**Tear Out—Fill In—Hand Letter-Carrier—or Mail to Post Office
TO THE LOCAL POSTMASTER:—Kindly have letter-carrier deliver
to me on _____ for which I will pay on delivery:**

(Check)
\$5. U. S. WAR-SAVINGS STAMPS at \$ _____ each
(State number wanted)

25c. U. S. THRIFT STAMPS at 25c. each.
(State number wanted)

Name _____

Address _____



| W. S. S. COST DURING 1918 | | | | | |
|---------------------------------------|--------|-------|--------|------|--------|
| April | \$4.15 | July | \$4.18 | Oct. | \$4.21 |
| May | 4.16 | Aug. | 4.19 | Nov. | 4.22 |
| June | 4.17 | Sept. | 4.20 | Dec. | 4.23 |
| W. S. S. WORTH \$5.00 JANUARY 1, 1923 | | | | | |

The Schaw-Batcher Co.

SACRAMENTO, CAL.



WHOLESALE HARDWARE

Pipe and Fittings

Canton Steel

Ammunition

Sporting Goods

Blacksmith

Sargent & Co.

Builders' Hardware

Mining and Mining

Supplies

Supplies

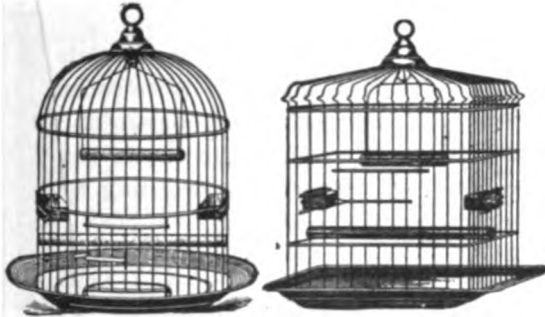
BURNT IVORY BRAND Second Growth Hickory Handles

Special attention given orders for
hand made Axe.
Pick, Sledge and
Hammer Handles.
**IVORY HANDLE
COMPANY**
Hope, Arkansas



O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Parrot Cages Must Be Strong

Ours are Positively the Most Durable

Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger Co., 731 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia.

Here is the new

Wedgewood

Economy Combination Range



Burns wood and coal for the big meal, but pull out a simple lever and it instantly becomes a gas range.

You will find a big demand for this efficient and perfect combination range. Every demonstration should mean a sale.

Jas. Graham Mfg. Co.

531 Mission Street

San Francisco

California



“QUICK MEAL”

All Blue Porcelain Enameled and Black Porcelain Enameled Ranges are “Rust Proof,” “Sanitary” and Easy to Keep Clean, being Enameled Inside and Outside.

Not affected by the Hottest of Fires.

Write for Catalogue and Agency

Ringen Stove Company

Division of American Stove Company

C. H. SCHIECK, Pacific Coast Agent

715 Indiana Street, near 19th

SAN FRANCISCO, CALIFORNIA

Carry Your Stock on Our Shelves

THE successful retail merchant today is constantly planning how to keep his investment in merchandise at the lowest possible point and still maintain a profitable volume and satisfactory turn-over. This problem exists in every business and is of the utmost importance in these times of high prices and fluctuating values.

The solution lies in purchasing goods in small quantities from the nearest home jobber who carries a complete stock and can fill orders promptly and give every day helpful service.

We carry the largest and most complete stock of Hardware and Auto Accessories between Chicago and San Francisco and thousands of successful merchants in this Inter-Mountain country are profiting by the service we are rendering.

Merchants who will let us **CARRY THE STOCK ON OUR SHELVES**, and send it to them as it is needed will keep their own investment at the lowest possible figure, and will be able to confidently face the future, knowing that they are well fortified to meet any emergency.

THE SALT LAKE HARDWARE CO.

Salt Lake City, Utah — Pocatello, Idaho

JENSEN-KING-BYRD CO.

Spokane, Washington

HARDWARE JOBBERS

UNIVERSAL RANGES

CONGRESS AUTO TIRES

GUNS, AMMUNITION, FISHING TACKLE



EASY TO GET RID OF THE POCKET
GOPHER WITH THE

O. K. GOPHER TRAP

SURE TO CATCH & SURE TO HOLD

Manufactured by

The Abingdon Trap Co.

ABINGDON, ILLINOIS, U. S. A.

FOR SALE BY LEADING JOBBERS
THROUGHOUT THE WEST

THE TRAP THAT TAKES THE GO OUT OF GOPHER



Garland Gas Ranges

For the Home

Combine Safety, Convenience, Economy

Removable Parts for Cleaning

Mangrum & Otter, Inc.

San Francisco

Agents for Northern California

After several months trial of other ranges, THE UNITED STATES GOVERNMENT now buys GARLAND for the Military and Naval Camps and Cantonments

The
Standard
for
Over
Fifty
Years



ILLUSTRATING NO. 175-5-5



BEAUTIFY FURNITURE
PROTECT FLOORS and Floor
Coverings from injury by using
GLASS ONWARD SLIDING
FURNITURE SHOE
In place of Castors

If your dealer will not supply you
write us.

ONWARD MFG. CO.
Menasha, Wis. Kitchener, Ont.

"ANSONIA" NAIL CLIP 10c.



Made by the makers of the "Gem" nail Clipper. Twelve in a box or 12 on a display card. Fast ten-cent sales.

Big Profit Write

H. C. COOK CO. - ANSONIA, CONNECTICUT



THE PACKHAM
Stove Pipe Crimper and Bearer

MADE BY

THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

Sedgwick Hand-Power **Dumbwaiters and Elevators**

Manufactured by Specialists and Guaranteed
Send for Catalog and Discounts

SEDGWICK MACHINE WORKS

136 LIBERTY STREET

NEW YORK

WILLIAMSON'S LIGHTNING HEALING POWDER

JOBBERS AND DEALERS.



Test Williamson's Lightning Healing Powder against any gall cure made on two horses with equal raw galled sore necks working horses. Orders prepaid at \$3.00 per doz., paid for when sold. Jobs at \$4.00. Retail at \$6.00.

Direct WILLIAMSON MFG. CO., Sheffield, Ill.

"TRY US FIRST"

It will pay you to make inquiry of us before purchasing elsewhere.

**BUILDERS HARDWARE
SHELF HARDWARE
HOUSEHOLD GOODS
TOOLS
MACHINERY
ETC.**

H. ROTH & SONS

942-944-946 MISSION STREET
SAN FRANCISCO, CAL.

ESTABLISHED 1886
INCORPORATED 1894

THE JAMES OHLEN & SONS

SAW MFG. CO.

MANUFACTURERS AND DEALERS OF HIGH GRADE SAWS.

COLUMBUS OHIO, U.S.A.

BRANCH OFFICES WITH STOCK
NEW YORK CITY N.Y.
ST. LOUIS, MO.

ATLANTA, GA.
SAN FRANCISCO, CAL.
PORTLAND, ORE.

QUALITY—SATISFACTION



You'll Find Both in Our
"De Luxe" Line of

DAIRY PAILS
CREAM CANS
WASH BOILERS
JAPANNED WARE
WASH TUBS
WATER PAILS
WELL BUCKETS, ETC.

Also a Complete Line of Pieced, Stamped, Japanned
Galvanized Ware

MANUFACTURED BY

SCHLUETER MANUFACTURING CO.
ST. LOUIS, MO.

WESTERN REPRESENTATIVES

Address: Omer Cox, San Francisco; Jones & Cox, Salt Lake City, Utah; Sands & Cox, Los Angeles,
Cal.; Turnbull & Cox, Denver, Colo.; Strimple & Cox, Seattle, Wash.

P
O
P

U
P

L
A
W
N

S
P
R
I
N
K
L
E
R



P
O
P

U
P

L
A
W
N

S
P
R
I
N
K
L
E
R

**Pop Up—Automatic Lawn Sprinkler In Operation On the
Grounds of the**

UTAH STATE CAPITOL BUILDING

Can be regulated for any spray from a fine mist to a very
coarse stream. Hade for half inch connections. Has
25'-0" distribution with 75 pounds pressure. Made of
non-corrosive metals. Has but three parts, nothing to
wear out. Flush with ground when not in use, made to
cover one half circle or full circle. Write for sample—
booklet and prices. For Sale by

W. D. ALLEN MFG. CO., Chicago, Ill.

PITTSBURG VALVE & FITTING CO., Barberton, Ohio.

or

AUTOMATIC LAWN SPRINKLER CO.
Salt Lake City, Utah



Closed



Open

Quicker Profits Sturges Steel Churns

Here's a churn that will bring you quicker and easier profits. Sturges Steel Churns sell on sight. Drawn steel barrel, heavily tinned inside, attractively finished outside in blue enamel paint.

Sturdy, rigid steel frame, painted red. Get the churn profits in your community. Make easier sales. Every farm home needs a Sturges. Write now for circular No. 35X

Sturges & Burn Mfg. Co.
Established 1865 Chicago, Illinois
Quick shipments made from Pacific Coast Warehouse



Made
In 3
Sizes

The New "Liberty" Postal Scale A TRINER, OF COURSE



The chart indicator shows instantly the amount required for all out of town postage—at the new 3c per ounce rate—as well as the correct local postage.

Avoids the worry and inaccuracy of computing the new rates, pays for itself by eliminating "over postage."

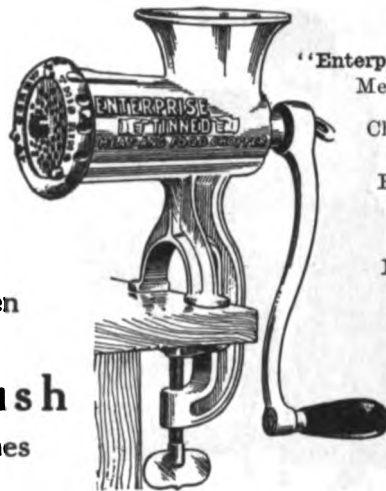
This new scale is called "Liberty Postal Scale"—capacity two pounds.

Finished in gold bronze or oxidized copper. List price \$1.75 each.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-First Street CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Rialto Building, San Francisco, Cal.
Los Angeles, Cal. Portland, Ore.



"Enterprise"
Meat and
Food
Chopper

No. 5
Family
Size
\$2.50

No. 10
Large
Size
\$4.25

When
the
Rush
Comes
for

"ENTERPRISE"

We are experiencing conditions—all of us—such as never existed before. Production and transportation are being accomplished under higher and increasing tension.

"ENTERPRISE"

Meat-and-Food Choppers

Enterprise Sausage Stuffers and Lard Presses

are in most active demand from early autumn on through the winter. But there is an annual scramble for them along about early "butchering time" on the farm.

Don't be caught with your "Enterprise" shipment side-tracked by the rush of troop trains and military supplies on their way to "Over There."

In fairness to yourself and your jobber

ORDER EARLY

The
Enterprise
Mfg. Co.
of Pa.

Philadelphia
U. S. A.

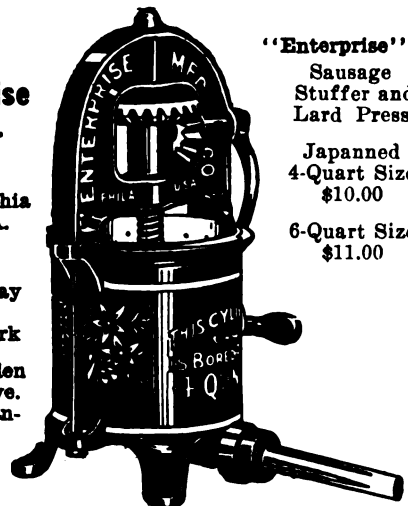
29 Murray
Street
New York

530 Golden
Gate Ave.
San Francisco

"Enterprise"
Sausage
Stuffer and
Lard Press

Janned
4-Quart Size
\$10.00

6-Quart Size
\$11.00





CLARK JEWEL

Oil Stoves

QUALITY AND ECONOMY

Your customers will be well satisfied with Clark Jewel Oil Stoves.

They are high quality oil stoves and economical in operation.

The burners on Clark Jewel Oil Stoves give an even, clean heat, with low fuel consumption.

Clark Jewel Oil Stoves are strong and durable.

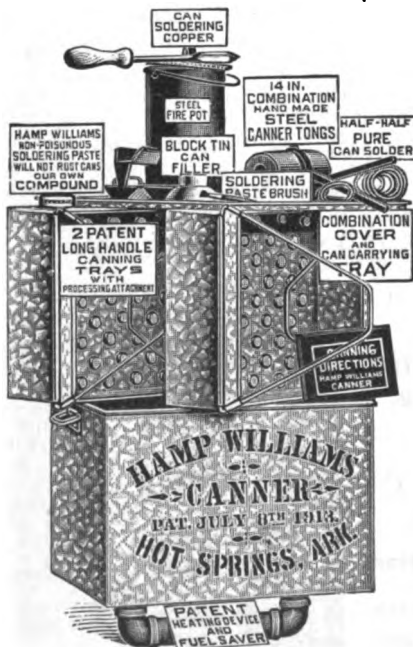
The handsome olive green enamel finish and excellent working qualities of these stoves will please your most particular customers.

THEY SAVE TIME THEY SAVE OIL

GEORGE M. CLARK & COMPANY

Division American Stove Company
CHICAGO

HOLBROOK, MERRILL & STETSON
San Francisco and Los Angeles Jobbing Agents for California



Hamp Williams has worked two years industriously equipping a factory to manufacture the

HAMP WILLIAMS HOME CANNER

so that the people may can their vegetables and fruits in tin cans or glass jars for home and market, and not let them rot and go to waste as they have been doing. This Canner complete and with directions how to can everything, on which you can put up 500 cans daily,

Retails for Only \$14.00

Every Retail Hardware Dealer in this country should have one of these canners in his front door. It would be worth many times its cost as an advertisement for people to talk and think about. Order one and get the agency for your town.

HAMP WILLIAMS HARDWARE CO.

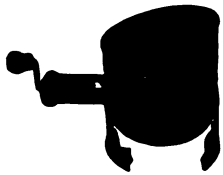
Manufacturers HOT SPRINGS, ARKANSAS



2 BROOMS 1 IN 1

Supply your customers with this patented broom which can be worn down close to the handle. This is an entirely new feature not found in the ordinary broom, and will rapidly increase your sales.

Lee Broom & Duster Company, Lincoln, Neb.
(Nearly 50 years making better brooms)



GENUINE HUNTER'S SIFTER

The Standard for a
Quarter-Century

Order from your jobber.

Sectional View
Showing Construction

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleaning.

THE FRED J. MEYERS MFG. CO.

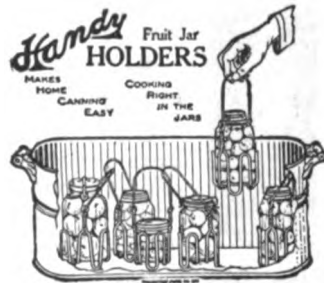
Bender Street

Hamilton, Ohio

A Proven Repeater

Made in One Size Only

Fits Pint, Quart and Half-Gallon Jars



The demand this year will be larger than ever. Increased output and central location enables us to fill orders promptly.

Order now through your jobber, or write us direct for samples and prices.

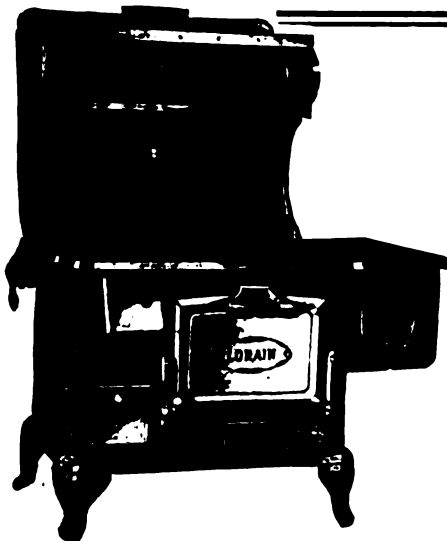
The Kerr Wire Products Co.

Manufacturers of

THE HANDY FRUIT JAR HOLDERS

323-325 West Randolph St.

Chicago, Ill.



B 168-18

High Closet, Tea Shelf, Pouch Feed and Reservoir
Can be had Without Pouch Feed
Can be had Without Reservoir

Write for Catalog and Prices

NO BLACKING — NO RUST Lorain Enameled Range

The body of the "B" series Lorain is coated with a rust proof enamel in a handsome stippled, dark blue. This makes the range as sanitary and washable as a pudding dish.

The enamel is fused in the iron by 1600 degrees of temperature. It will resist water or acids and is more non-corrosive than cast-iron. The body will be fresh and unharmed after being subject to the action of creosote, where a piece of cast-iron will pit with rust.

The Enameled Lorain does away with the labor of the blacking brush — this is reason enough for introducing the "B" Lorain to your trade.

NATIONAL STOVE CO., DIV.

American Stove Company

C. H. SCHIECK, Pacific Coast Sales Agent

715 Indiana Street, near 19th St., San Francisco, California

CORCO STOVE PIPE

REG. U. S. PAT. OFF.

is made from Even Colored, Polished, Planished or Galvanized Steel Sheets, in all gauges, and in 4" to 7" diameters.

Six style locks to choose from, all simple, strong and capable of making a perfectly rigid joint.

Corco Stove Pipe is shipped in steel casks with wood heads that save a joint on every package. With paper wrapped or wood crated pipe the outside joint is usually battered and rusted when delivered and must be thrown away.

Made like this

The Corco Stove Pipe booklet, showing all style locks, will be mailed on request.

Corco Pipe, in the steel drum, comes to you with the outside joint in the same good condition as the inside sections. Makes handling and storage easy. Can be used over again.

Whitaker - Glessner Company
WHEELING CORRUGATING DEPT.

Wheeling, W. Va.

Branch Offices and Warehouses
New York Philadelphia Chicago St. Louis
Kansas City Chattanooga Richmond

Members of National
Association of Sheet and
Tin Plate Manufacturers.

Shipped like this

QUALITY, plus SERVICE, equals SATISFACTION

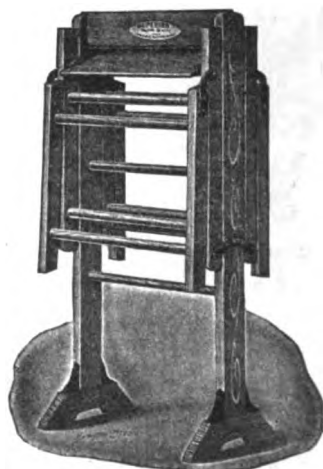


Made in three sizes:
10, 14 and 22 Qt.

In offering you our line of goods, we are offering you **QUALITY** and **SERVICE**, and complete Satisfaction comes only in the selection of goods that have stood the test of time. In stocking our goods, you get this **SATISFACTION**.

Our **EAGLE MOP WRINGERS** and **BUCKETS COMBINED**, and **SUPERIOR FOLDING WASH BENCHES** have the reputation of never failing to satisfy. You will find these two lines, quick sellers and big profit producers.

Our products are built of high grade material and are guaranteed against all defects. The increasing demand for these goods is conclusive evidence that they are the Standard of Comparison, the Highest point of Mechanical Skill, and the Acme of Perfection.



Will hold a 10, 11 or 12 inch clothes wringer.

THE EAGLE WOODENWARE MFG. CO.

Manufacturers,

Hamilton, Ohio - U. S. A.

YOUR CUSTOMERS WANT THE BOOMER

IF YOU ONLY SHOW IT TO THEM

BOOMER CANNON

Adapted for every use. Is the strongest and most durable Cannon Stove made. Constructed so that a sheet iron drum may be attached, and thus increase the heating capacity.

| | | | | | | |
|-----------------------|------|-----|-----|-----|-----|------|
| Made in six sizes,— | 1 | 2 | 3 | 4 | 5 | 6 |
| Diameter of Fire Pots | 13½" | 16" | 18" | 20" | 22" | 24½" |
| Weights, | 182 | 240 | 300 | 385 | 525 | 575 |

OUR LOW PRICES WILL SURPRISE YOU—Write for them.

THE HESS - SNYDER CO., Manufacturers - - **MASSILLON, OHIO**

Trade mark "Boomer" Registered—No. 58228



A HOT WEATHER QUICK SELLER

When the mercury is high and housewives want to iron in comfort, easy sales are ready and waiting for you. Prospects are half sold on the

Royal Self Heating Iron

It's simple, it's sure, it's sound in principle and design—850,000 satisfied users now, and more being added every day.

We supply you with Window Trims, Counter Displays, Movie Slides, Electrotypes, Circulars, etc.

Write for details and address of your nearest distributor.

ROYAL IRON MFG., COMPANY

553 Wayne Street

Big Prairie, Ohio

Pelouze DOUBLE DIAL Ice Scales



The new Pelouze "Double Dial" Ice Scales, as the name implies, have double dials which admit of a greater distance between graduations and the dials are therefore more easily read than on any other scales.

They are made of malleable iron throughout. Absolutely unbreakable.

They can be quickly adjusted, if necessary, by removing the steel cap on top and turning the screw slightly—thus insuring a permanent scale.

Made to comply with the requirements of the Departments of Weights and Measures.

Made in five sizes.
Write for discounts.
Scales of all kinds.

Pelouze Manufacturing Co.
CHICAGO

EWING-LEWIS CO.
Representatives
San Francisco Los Angeles



Sell the Coleman "Quick-Lite"

This newest Coleman Lamp is the best seller yet. So simple, economical and safe, that customers buy quickly. Every sale means a liberal profit to you.

LIGHTS WITH A MATCH

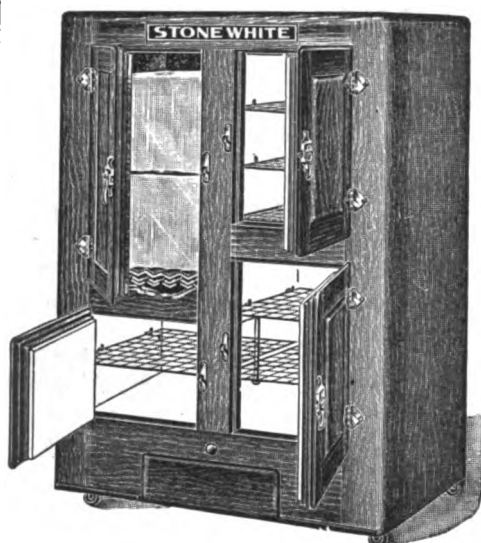
The Coleman "Quick-Lite" is the most wonderful lamp to handle. No torch needed. Lights with ordinary matches like any plain kerosene lamp. Makes and burns its own gas from common gasoline or kerosene. Gives a brilliant, steady light of 300 candle power without glare or flicker—more light than 20 old style oil lamps. Can't explode. No danger if tipped over. Very ornamental and comes in variety of styles.

Dealers wanted in all parts of the country. Write at once for catalog 36 and agency proposition. Address nearest office.

THE COLEMAN LAMP COMPANY

Wichita, Kans., St. Paul, Minn., Toledo, Ohio, Dallas, Texas, Chicago, Ill.

White Mountain Refrigerators



"The Chest With the Chill in It"

The name "WHITE MOUNTAIN" for over forty years has been the symbol of refrigerator Quality, because we have spared neither Effort, Labor, nor Money to make the "WHITE MOUNTAIN" the best refrigerator in the World.

Our "STONE WHITE" Refrigerator has provision chamber lined with Snow-White Solid Stone, Indestructible and Sanitary. A material that is heat-repelling and cold-retaining.

To learn the excellent qualities found in all "WHITE MOUNTAIN" Refrigerators you should send for our finely illustrated 1918 catalogues and booklets.



Maine Manufacturing Company - Nashua, N. H., U. S. A.

BRANCH OFFICES:—
 New York City Boston, Mass. Atlanta, Ga. Dallas, Texas San Francisco, Cal. Denver, Colo.
 Melbourne, Australia

The Ontario Knife Company, Franklinville, N.Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles.



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



Style No. 560

CORDLEY & HAYES

Hot Water and "XXth Century" Bottle Coolers

Hot weather is coming fast—will soon be here. Don't let it catch you unprepared.

Business houses, offices, theatres, hotels, hospitals, public buildings, etc., in your city are going to install water coolers. Be ready to supply them with the line which you can absolutely guarantee—"XXth Century" Sanitary Bottle Coolers.

"XXth Century" Coolers were chosen by the United States Government in competition with other coolers. The Government has bought them for the past seven years. This fact leaves no room for doubt as to the quality and efficiency of the "XXth Century"—the most sanitary cooler made.

In this cooler the ice cannot come in contact with the water and contaminate it. The ice container is made of "Fibrotta," a non-conductor of heat and cold, which reduces the consumption of ice to a minimum. This year when ice is going to be high, this is a very important selling point.

Perfect cleanliness is insured by nesting the glass water bottle into a porcelain jar, which is surrounded by ice and equipped with our new patented nickel-plated push faucet.

Style No. 560, illustrated, is very popular. Neat and trim, carried in stock in mahogany finish. Can be had in a variety of different finishes on order.

To insure good deliveries, place your order early. Send for complete catalogue at once.

CORDLEY & HAYES

COOLER & HEADQUARTERS

40 Leonard Street, New York City

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

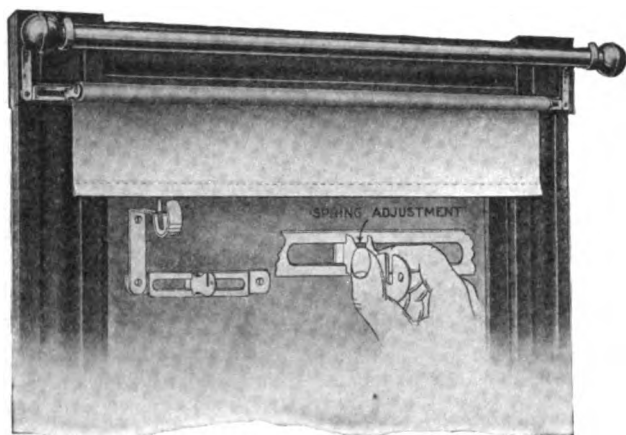
Chicago

Boston

San Francisco

UNIQUEEASY TO SELLPROFITABLE

The New **PERFECTION** Patented Curtain and Shade Fixture



A new idea, and one that fills a long-felt necessity. **Neat, compact, convenient.** Can be put up by anyone with a screw-driver, and can be used separately or in combination for shade and curtain.

Is deservedly popular because there is nothing better on the market; hence has a ready sale and a quick turn-over.

Made in old brass, oxidized copper, hand-buffed nickel, plain nickel rolling barrel finish, or can be made in special finishes.

Write right now for prices and dealers' proposition. It will pay you.

THE BEATON & CADWELL MFG. CO.

New York Office and Store
234 Water Street

**NEW BRITAIN,
CONN.**

NEW HAVEN JUNIOR TATTOO

With Radium Dial and Hands
The Popular One-day Intermittent
Alarm Clock

The Radium Dial for night use and the Intermittent Alarm features make a combination of usefulness which will appeal to anyone requiring an alarm clock. The radium material used on the dial and the hands is of the highest quality, and guaranteed to last several years.



The clock is only 3 1/4 inches high and has a 2-inch dial. Alarms intermittently in 20-second intervals for five minutes.

The daintiest and most useful clock on the market. Just right to "slip in the grip."

MORGAN & ALLEN CO.
150 Post Street
San Francisco, California

ATLAS 10 Cent Fly Swatter

This swatter has an extra long handle—10 inches. It is very neatly and securely bound with soft green felt—cannot mar the finest furniture. Especially adapted for parlor or drawing room use. We have made it extra strong and flexible—will outlast any now on the market.

Our 5 cent swatter is the best ever sold for a nickel. It has a triangular fold, permitting the insertion of your ad. if you desire.

Now is the time to place stock orders. We'll gladly quote prices and terms.

Atlas Mfg. Co.
NEW HAVEN, CONN.

HUGHSON & MERTON
Pacific Coast Agents
San Francisco Los Angeles
and Portland, Oregon





MADE IN OHIO, U. S. A.

ALUMINUM "Real Solid"

ANNOUNCEMENT

The "REAL SOLID" LINE has been for 30 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage. We have now added

A New Line of "REAL SOLID WARE"

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior in many ways, especially in Rigidity and Durability.

We have eliminated unnecessary expense of CAST ALUMINUM HANDLES, etc., and are Putting MORE METAL into the BODY of our UTENSILS.

TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market.

Write Today and get our New 1918 Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO

"UNIVERSAL" SLIDES

Are an Absolute Business Getter



No. 4— $\frac{1}{2}$ " Diam.

An ideal article to increase the service, ability of many pieces of furniture where Casters are unsuitable.

They are easy sellers and afford a good margin of profit for the merchant.



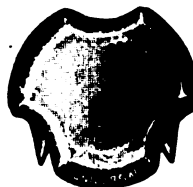
No. 3— $\frac{3}{4}$ " Diam.

"Universal" Slides can be attached with perfect safety to the most fragile piece of furniture—the unique position of the prongs obviate the possibility of splitting the furniture or causing an ugly projection.



No. 2— $1\frac{1}{16}$ " Diam.

They are constructed of high grade steel, case hardened and neatly nickel plated.



No. 1—1" Diam.

Made in four sizes—Fifty sets of size one, two, and three, and one hundred sets of size four in a box. At so slight a cost you cannot afford to pass them up.

Write for
SAMPLE CARD
No. 25 H. W.



Manufactured exclusively by the

Universal Caster & Foundry Works

Division of The Bassick Co.

BRIDGEPORT, CONN.

EUGENE C. SAUL
Pac. Coast Representative: Monadnock Bldg.
San Francisco, Cal.

Faultless Caster Company

Evansville



Indiana

Casters That Sell

Twenty-five hundred different sizes and styles comprise our lines. Faultless Casters of today are the result of twenty-five years of consistent effort to produce the leading line of these goods.

Comparative tests in actual service will substantiate the reputation for quality they have rightfully earned.

Send for Catalog "G"



Full Size Plate 2-8

"Move the FAULTLESS Way"

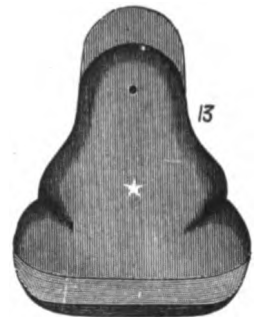
Stop! Look! Think!

OF THE GREAT PROFIT
IN OUR SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 4 100/144 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 4 Doz. Wood Peg Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers—if pushed.

"Elastic" Chair Tips.
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

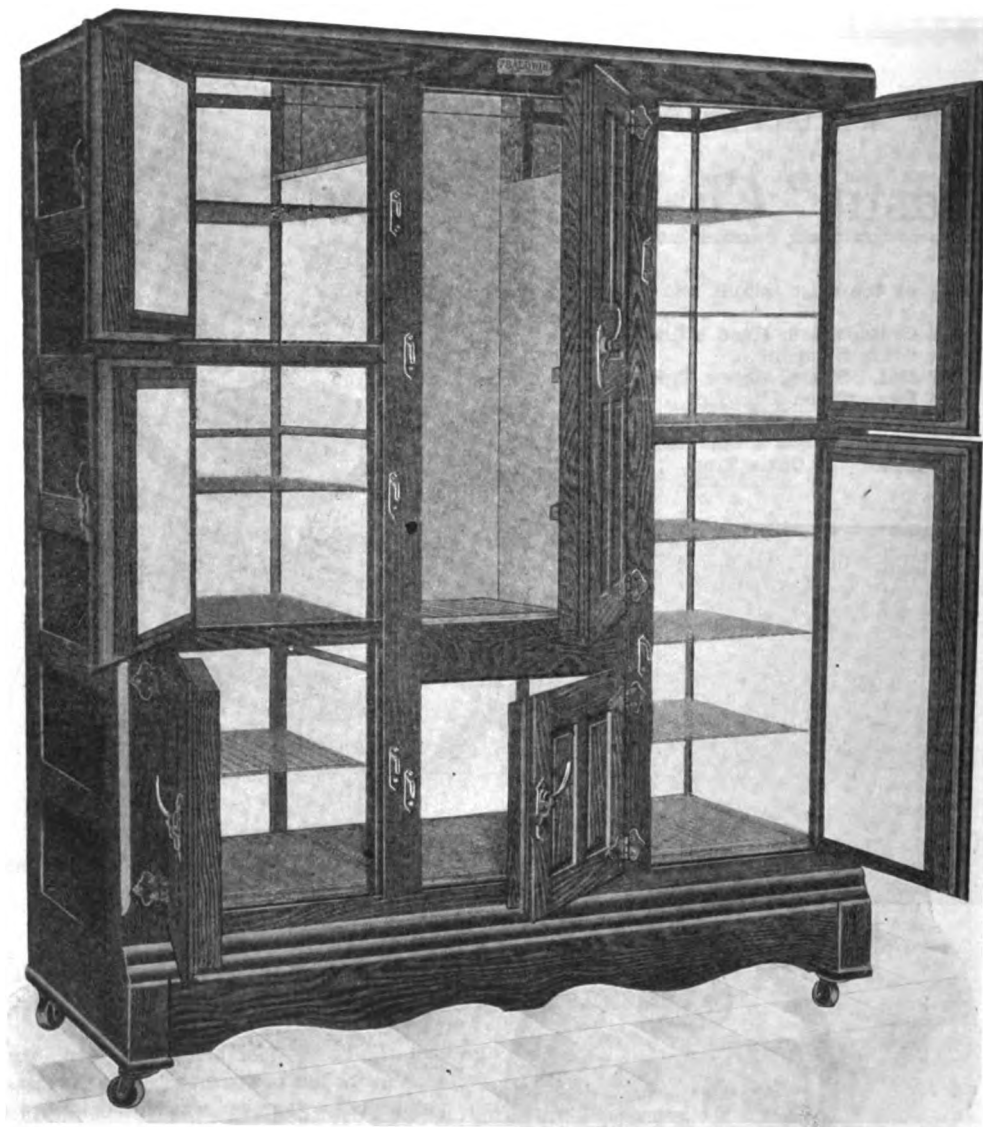
ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.

ELASTIC TIP CO., BOSTON, MASS.
Kindly send us full particulars and prices of "Elastic Assortment."
Name.....
Address.....
Hardware World.



BALDWIN Dry-Air Refrigerator



A Baldwin Refrigerator can be had to fill your every demand—from the smallest sizes for small families to the largest sizes for large families, hotels, clubs and grocers. Every one is of the highest quality. Prices are moderate. Oak and ash cases. Porcelain, Galvanized and white enamel lined.

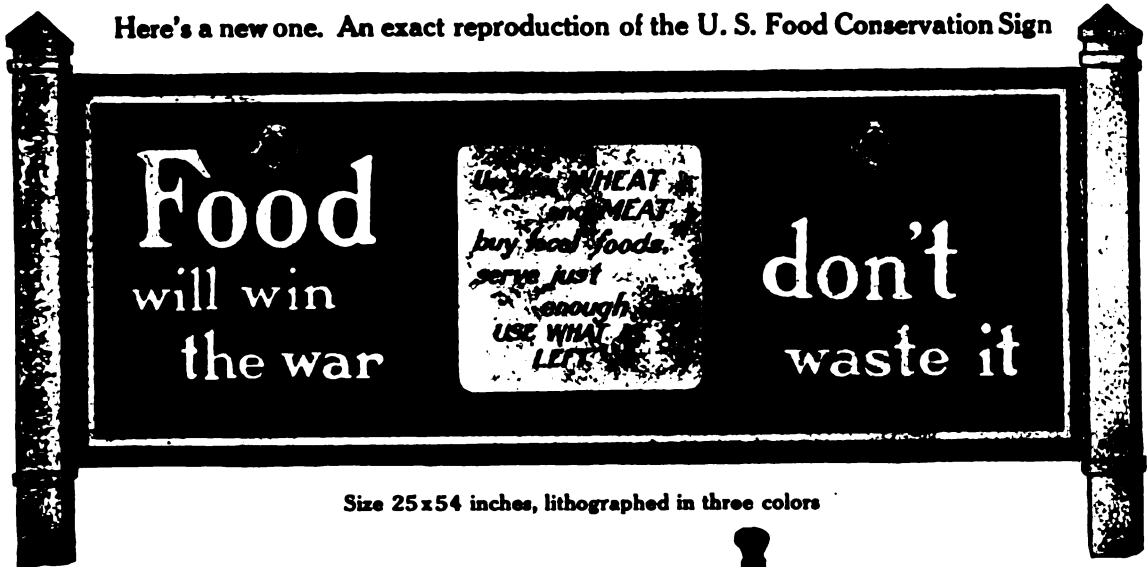
The Baldwin Refrigerator Co.
Burlington, Vt.

Stock Carried by Heyman-Weil Co., San Francisco

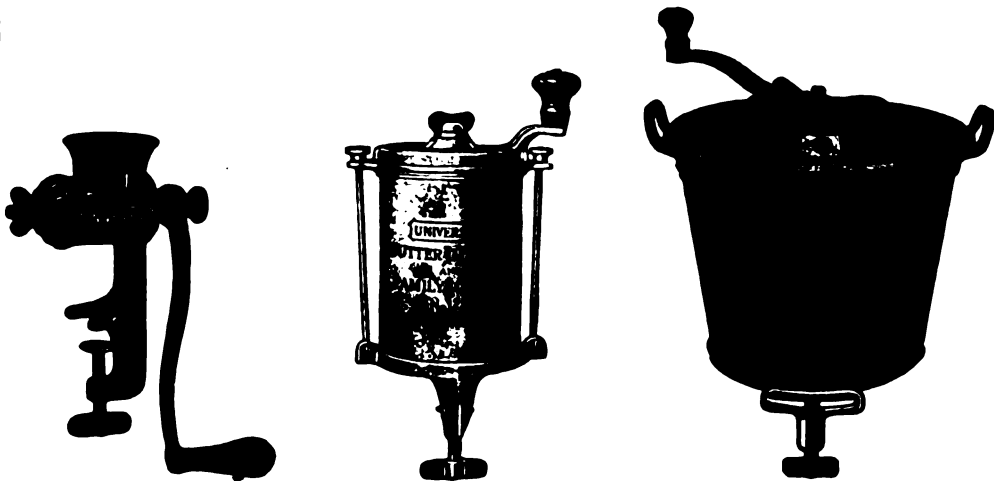
UNIVERSAL

DEALER HELPS

Here's a new one. An exact reproduction of the U. S. Food Conservation Sign



Size 25 x 54 inches, lithographed in three colors



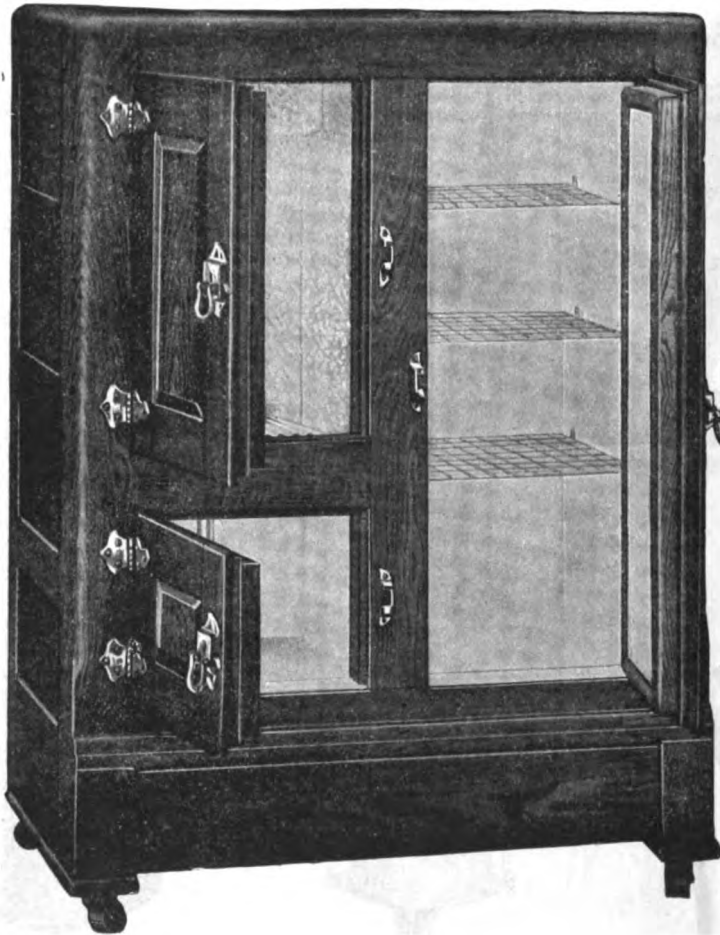
Put this sign behind UNIVERSAL Food Choppers, Butter Mergers, Bread Makers. They will save the wheat and the meat and help use what is left.

This is only one of many cards which go to make up the new UNIVERSAL Window Trim. Ask your jobber how you can obtain this trim or write direct to us.

LANDERS, FRARY & CLARK
NEW BRITAIN, CONN.

Monarch Refrigerators

Big Stocks Carried Where You Can Get
Them Quickly. No Waiting



Attractive designs and popular sizes, which sell easily and show you a good profit. An old established make, but abreast with the times in all details. Cabinets of ash and oak. Lined with porcelain, white enamel and galvanized. Removable flues, waste pipe, and inside trap. Tinned wire shelves and strong, handsome hardware.

Monarch Refrigerator Co., Burlington, Vt.

Union Hardware & Metal Co.
Los Angeles

Butler & Brittain
San Francisco

MIRRO ALUMINUM

REFLECTS GOOD STOREKEEPING



Because It REFLECTS GOOD HOUSEKEEPING

Mirro Aluminum is the year's sensation in aluminum ware and aluminum sales.

Through the medium of a wide list of national publications, millions have been told the **Mirro** quality story month by month.

Every sale has meant a dealer sale. Naturally dealers are enthusiastic.

There's a twofold reason for the big sales increase: (1) more and more women are



coming to aluminum as the better household ware; (2) more and more women are coming to **Mirro** as the better aluminum.

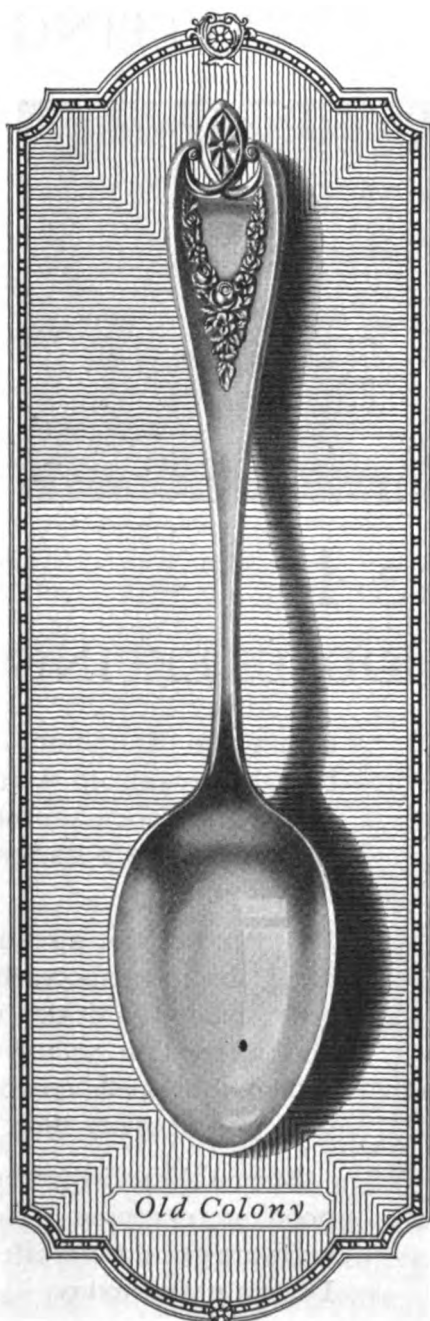
If you are not already handling this big, successful line, write today for dealer catalog and interesting selling plan—a plan that spells co-operation with you at every turn.

Mirro Aluminum reflects good storekeeping because it reflects good housekeeping. Drop a postal today.

Aluminum Goods Manufacturing Company

Manitowoc, Wisconsin, U. S. A.

Makers of Everything in Aluminum



Best Known Easiest Sold

Disinterested surveys made by publishers in different parts of the country have shown

1847—Seventy Year Plate—1917
1847 ROGERS BROS.
SILVERWARE

to be the choice in over 80 per cent of the homes.

Not only is it a best seller but each turn-over is at an attractive profit. We would be glad to point out to you the special profit advantages in this line.



**International
Silver Company**

Meriden, Conn.

150 Post Street, San Francisco

THE
Detroit Weigh
MAKES
Hardware Pay

A Detroit Automatic Hardware Scale is more essential than your Cash Register, as it determines the amount of your profit. It instantly and automatically gives the weight price and value of any commodity placed on the platform.



We send free for the asking a Profit Percentage Chart—which includes full instructions how to sell wire screen without waste or mental effort in figuring square feet.

Detroit Automatic Scale Co.
Detroit, Michigan

CHATILLON SCALES

INCLUDING

HOUSEHOLD SCALES GROCER SCALES
CANDY SCALES POSTAL SCALES
PHYSICIANS' SCALES ICE SCALES

and

Scales for every purpose and specially
designed for that particular use

Send for Catalogue
LIBERAL PROFITS

FOSTER BROS & CUTLERY

INCLUDES

BUTCHERS' TOOLS

OF EVERY DESCRIPTION

Knives, Cleavers, Slicers, Butchers' Steels, Etc.

We have a complete line of other
butchers' and household cutlery such as:

| | | |
|--------------|-----------------|---------------|
| Ice picks | Family cleavers | Meat choppers |
| Ice tongs | Fish knives | Tenderers |
| Carving sets | Scalers | Paring knives |
| Forks | Hooks | Saws |
| | Blades, etc. | |

Taken together these two lines offer
the dealer the most satisfactory source
from which to obtain the best scales, cut-
lery, etc., to meet every demand of his
trade.

==
**BIG PROFITS TO OUR
DEALERS**
==

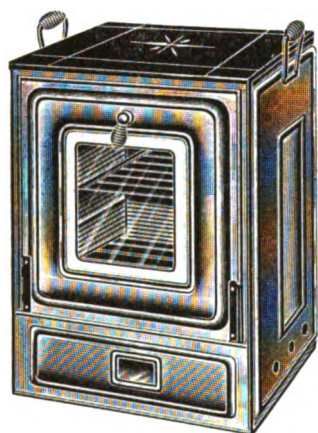
Send for catalogues, prices
and trade discounts

Established 1835

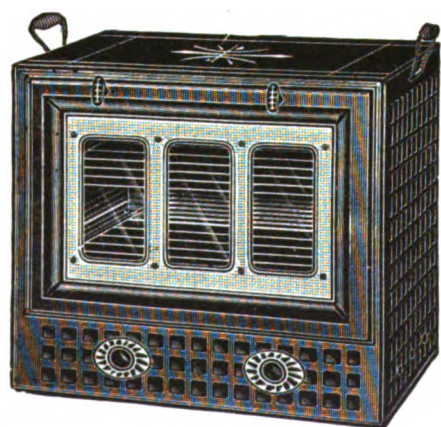
85 CLIFF STREET - NEW YORK CITY

SUNSET

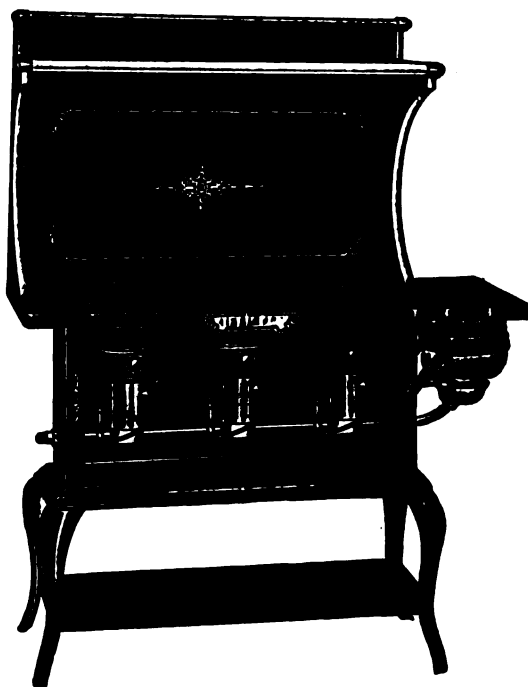
OVENS



Gives more service
Does better cooking
Does quicker cooking
Burns one-third less oil
than any other make
of stove



OIL COOK STOVES



SOLE AGENTS

DUNHAM, CARRIGAN & HAYDEN COMPANY
SAN FRANCISCO, CALIFORNIA

COLT FIREARMS



*The Proven Best
by Government Test*

Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., U. S. A.

Pacific Coast Representative, Phil. B. Bekeart Co., San Francisco

Through All Wars The National Standard

Tried and trusted by
"our boys" in their
heroic defense of our
national honor,

Colt Firearms

are today as they
have been for genera-
tions back, the great
American weapon of
dependability.

The best is none too
good for Uncle Sam
in the field—nor for
the HOME.

Revolvers

Automatic Pistols

Automatic

Machine Guns

Keep the Shotguns Busy

How many shotguns are
there in your city? Suppose
we say a hundred. Now if
50 were used at the trap-
shooting club each week 1250 shells and targets would be sold.

It is the idle gun that keeps your stock of shells on the shelf. The Du Pont Company

By Boosting the Trapshooting Game

creates a steady demand for loaded shells,
targets, trap equipment, sporting goods and
many other articles. By vigorous and con-
tinuous advertising; employment of salesmen
thoroughly familiar with the trapshooting
game and its promotion; conducting a shoot-

ing school at Atlantic City; introducing novel
and instructive features in local, state and
national events and being the leaders in every
beneficial project to popularize trapshooting,
we are carrying on a vigorous campaign to
put across the patriotic sport of trapshooting.

'Where There's a Gun Club

we want to put more "pep" into its membership—get more guns working. If there is no club
organized—write us. Let's get busy—mark X before "Trapshooting" and "Gun Club" and mail
the coupon today to Sporting Powder Division.

E. I. du Pont de Nemours & Co., Wilmington, Delaware

POWDER MAKERS SINCE 1802



NOWIS THE
TIME
TO SELLFULLY
GUARANTEED**"BABY"**

Trade Mark Reg. U. S. Pat. Off.

Hammerless Revolvers

The vest-pocket edition of the best type of modern revolver. Shoots 22 caliber short, rim fire cartridges. Six shot. Positive fire. Four inches long. Weight six ounces. Equipped with folding trigger, interchangeable parts, and new patented one-piece main and trigger spring.

Your Demand Should Be Big**Because:**

It appeals to man, woman and youth.
It appeals especially to motorists.
It can be carried in vest pocket.
It is a handy weapon.
It is well made and guaranteed.
It will do the work as intended.
It completes your line of revolvers.

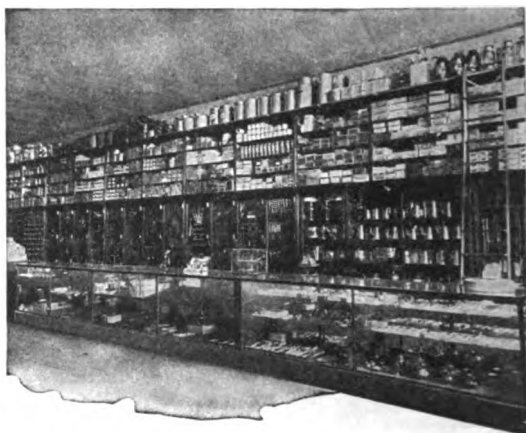
Also Manufacturer of the "HEXALL"
Ratchet and Socket Wrenches

Ask Your Jobber or Write

MCDONALD & LINFORTH, Pacific Coast Representatives
739 Call Building, San Francisco, Cal.

R. F. SEDGLEY, Manufacturer

2311-13 N. 16th St., Philadelphia, Pa.

**Quality or Price?**

Before purchasing Hardware Store Fixtures be sure you are right—then buy.

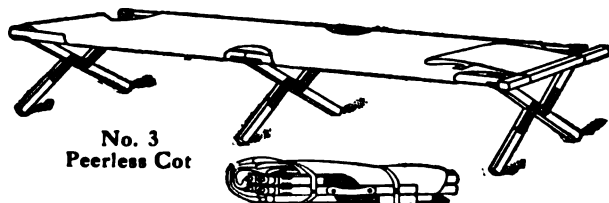
Do not let price alone be the inducement.

Remember there's just as big a chance to skimp and deceive in the quality of store fixtures as there is in any line of merchandise—so be sure you are right, first as to quality—then price.

"Duluth" Sectional Hardware Store Equipment is the best quality that skilled labor and highest grade materials can produce. It pays to buy the best—in the long run it is by far the cheapest.

Write us today for our attractive and interesting new Catalog No. 10C of complete Hardware Store Equipment.

DULUTH SHOW CASE COMPANY
DULUTH, MINNESOTA

For Better Bookkeeping**LOOSE I-P LEAF****ASK YOUR STATIONER****WE MANUFACTURE AND CAN MAKE PROMPT SHIPMENT OF****FOLDING CAMP FURNITURE**No. 3
Peerless Cot**Cots, Chairs, Stools***Also a Complete Line of*

Canvas Goods, Tents, Covers
Paulins, Leggings, etc.

THREAD MOPS ON THE HANDLE and
MOP HEADS WITHOUT HANDLES

WE SOLICIT INQUIRIES

TUCKER DUCK & RUBBER CO., Inc., Fort Smith, Ark., U. S. A.
MANUFACTURERS

Caloric Always Makes Friends

"Never sold anything that has given us more universally satisfied customers."

One in 1916

78 in 1917

*27 in 1918

*First two months



The Original Patented Pipeless Furnace

"They do the selling—
We take the orders"

Dunkirk, N. Y., March 15, 1918.

The Monitor Stove Company,
Cincinnati, Ohio.

Gentlemen: We are pleased with the results had from the Caloric Furnace which we have installed. It is a pleasure to sell your product, as it always makes friends and future customers for our store. We have never sold anything that has given us more universally satisfied customers than the Caloric Furnace and the biggest lot of

boosters for the house, and they never hesitate to express themselves when called upon to do so. In fact, we do not have to sell the furnace; we are getting to be order takers only, as when we find a prospective customer we take him to our customers who have Calorics. They do the selling; we take the orders.

Yours very truly,

GEO. H. GRAF & COMPANY,
Per Geo. H. Graf.

Store of Geo. H. Graf & Co., Dunkirk, N. Y.
Showing Crowd Present.



You dealers who have been looking for a profitable line, read that letter again!

Note the high points carefully:

"Always makes friends and future customers"
"Universally satisfied customers."
"Biggest lot of boosters."
"They do the selling."



Let us tell you of the good profit; the big customer advertising; the carefully planned helps to our dealers, and the opportunity for extending your own business.

Write for our proposition now, while it is in your mind.

**The
Monitor Stove Company**
Est. 1819—99 Years of Service
900 Gest Street
Cincinnati, Ohio

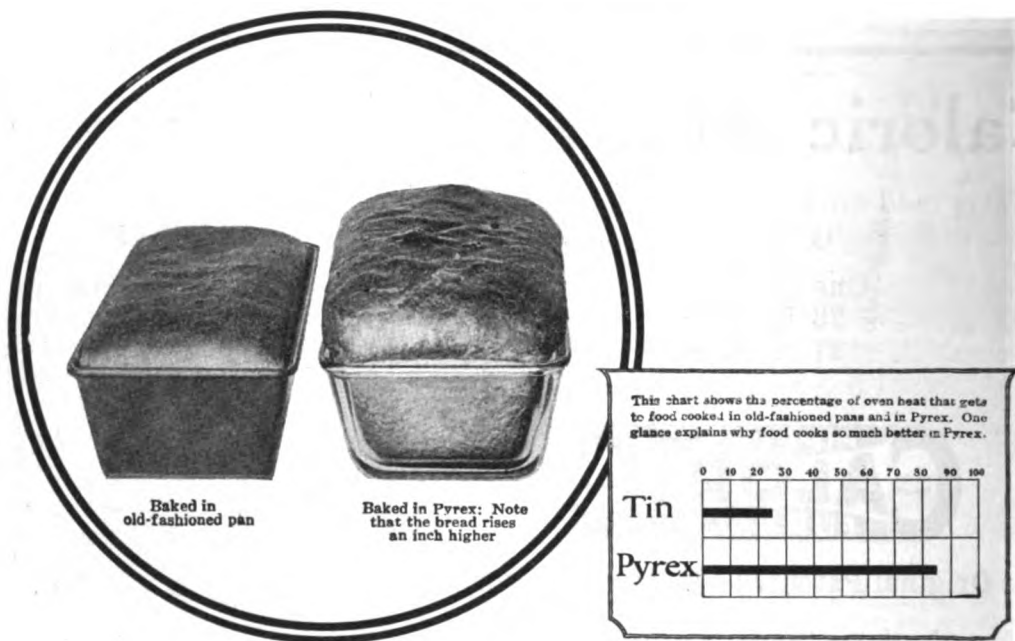
**MONITOR
STOVE
COMPANY,**

900 Gest Street
Cincinnati, Ohio

Please send me full particulars of your dealers proposition on the Caloric Furnace.

Name.....

Address.....



Why every food cooked in Pyrex is so much more delicious

BREAD baked in Pyrex rises an inch higher. Pies have crisp undercrusts just like the top. Meat is tender and juicy. Cake does not fail. Fruits and vegetables keep their fresh color and flavor. Everything is more delicious.

The chart above shows the figures obtained by Prof. Weinrich of Columbia University through scientific experiment. It proves that Pyrex gives 86% of the oven heat to the food cooking inside, while tin gives only 28%. This explains why every food cooked in Pyrex is so much more delicious.

Scientists explain why Pyrex transmits oven heat so much better:

They tell us there are two kinds of heat in the oven—hot air heat and heat which radiates from the walls and bottom of the oven. Only a small part of oven heat is hot air. Most of it is radiant heat.

Only the hot air can heat a metal pan. Just as an iron shutter keeps out the sun's rays, so every metal pan keeps out radiant heat. Just as a window pane lets in the warmth of sunlight, so all the oven heat

floods through Pyrex. So when you cook in Pyrex the food inside gets nearly all the heat instead of only a part.

6,000,000 families are learning these facts

This year, about 6,000,000 families will learn these facts from the Pyrex advertising—the most effective advertising campaign ever used on an oven ware.

This means that the demand will increase enormously—will increase in your town as it is increasing in the rest of the United States and Canada.

Be prepared to meet the increased demand in your town.

Dealers everywhere say that when a woman buys one Pyrex oven dish she comes back for more and more.

Pyrex will not break in the oven. Dealers are authorized to replace any dish broken by oven heat. Pyrex has the name on every piece.

Leading jobbers of housewares carry Pyrex in stock.

Write today for full information and the 1918 Price List.



Makes undercrusts crisp like the top

Manufactured by the World's Largest
Makers of Technical Glass

PYREX

TRANSPARENT OVEN DISHES

PYREX SALES DIVISION
301 Tioga Ave., Corning, N.Y.
CORNING GLASS WORKS

Leading manufacturers of metal mountings have adopted Pyrex for their standard inserts



St. Louis, San Francisco, Spokane, Seattle, Portland, Salt Lake, Los Angeles, Chicago, New York

(Copyright 1918 by the HARDWARE WORLD. All Rights Reserved)

Volume XIII

JUNE :: 1918

Number 6

THE WORLD IS THE OFFICIAL ORGAN OF THE WESTERN ASSOCIATIONS

INDEX OF CONTENTS

| | Page |
|--|---------|
| Merchants' Association Plans to Encourage Home Buying..... | 76 |
| Catering to the June Bride..... | 77 |
| A Patriotic Hardware Manufacturer—Murray Sargent..... | 80-81 |
| You Cannot Prevent Manufacturers and Jobbers From Selling Anyone.... | 82 |
| A Jobber's Method of Co-operation..... | 84 |
| Wanted—Some He-Men! | 89 |
| How the Workmen's Compensation Law Acts..... | 92 |
| Recent Marketing Developments..... | 95 |
| Who Is Responsible When You Store Goods and Something Happens to Them..... | 98 |
| America's Farthermost Hardware Store..... | 100 |
| Let Your Goods Talk..... | 108 |
| How a Northwest Merchant Meets Catalog House Prices..... | 120 |
| Business Opportunities | 145 |
| Plumbers' Windows With a Punch..... | 146 |
| To Reduce Tool Cost..... | 150 |
| Waiting Too Long To Reject Goods..... | 154 |
| AUTO ACCESSORY DEPARTMENT..... | 99-135 |
| RETAIL SELLING PRICES..... | 161-177 |



WHAT A FATHER SAID TO EDWIN MARKHAM



HERE'S A POEM you should read, ask your wife to read,
learn it and teach it to the children.

It was written by Bishop James D. Hughes, of the Methodist Church, Pasadena, California. Greater significance is given to his lines because of the fact that Dr. Hughes' son was killed in action and lies buried "somewhere in France."

MARKHAM'S QUESTION

"O mothers will you longer give your sons
To feed the awful hunger of the guns?
What is the worth of all these battle drums
If from the field the loved one never comes?
What all these loud hosannas to the brave
If all your share is some forgotten grave?"

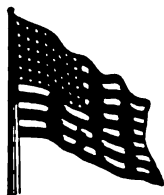
The Bishop's poem is as follows:

THE UNSELFISH MOTHER'S ANSWER

"God gave my son in trust to me:
Christ died for him, and he should be
A man for Christ. He is his own
And God's and man's; not mine alone.
He was not mine to 'give.' He gave
Himself that he might help save
All that a Christian should revere,
All that enlightened men hold dear.
'To feed the guns?' O, torpid soul!
Awake and see life as a whole.
When freedom, honor, justice, right,
Were threatened by the despot's might,
With heart aflame and soul alight,
He bravely went for God to fight
Against base savages whose pride
The laws of God and man defied;
Who maidens pure and sweet defiled;
He did not go to 'feed the guns.'
He went to save from ruthless Huns
His home and country, and to be
A guardian of democracy.
'What if he does not come?' you say;
Ah, well! My sky would be more gray.
But through the clouds the sun would shine,
And vital memories be mine.
God's test of manhood is, I know,
Not 'will he come?' but 'did he go?'
My son well knew that he might die,
And yet he went, with purpose high,
To fight for peace and overthrow
The plans of Christ's relentless foe.
He dreaded not the battlefield;

He went to make fierce vandals yield.
If he comes not again to me
I shall be sad; but not that he
Went like a man—a hero true—
His part unselfishly to do.
My heart will feel exultant pride
That for humanity he died.
'Forgotten grave!' this selfish plea
Awakes no deep response in me,
For, though his grave I may not see,
My boy will ne'er forgotten be.
My real son can never die;
'Tis but his body that will lie
In foreign land, and I shall keep
Remembrance fond forever, deep
Within my heart of my true son.
Because of triumphs that he won.
It matters not where anyone
May lay and sleep when work is done.
It matters not where some men live;
If my dear son his life must give,
Hosannas I will sing for him,
E'en though my eyes with tears be dim,
And when the war is over, when
His gallant comrades come again,
I'll cheer them as they're marching by,
Rejoicing that they did not die.
And when his vacant place I see,
My heart will bound with joy that he
Was mine so long—my fair young son—
And cheer for him whose work is done."





I AM AN AMERICAN

I was a Pilgrim seeking a lasting peace.

I was a Protestant fleeing a persecution I could no longer bear.

I was a Catholic in quest of freedom for my faith.

I was a Jew, an outcast carrying the burden of centuries of unreprieve.

I was a political Zero with no function to serve.

I was a Mind, kept unschooled lest knowledge set me free.

I was a Man, made in the image of my Creator as other men are, but bending low before the power of a fellow man.

And so I left the land of my fathers to begin again in a strange, wild land.

I came to America.

I did not come to build castles. These were the badge of kings who said that God had appointed them to be the keepers of the riches I produced.

It was enough for me that I should live, they said.

I did not believe that. I began to build a new free home in the wilderness.

Patiently I induced, compelled the untrained soil to share its bounty. I contended with wild men.

In Seventy-Six I fought and bled to hold the winnings so hardily earned.

In the Sixties I fought and bled again to free myself of Old World wrongs and keep the new Nation whole.

Thus I made America.

And America made me—a new man, still a Protestant, still a Catholic, still a Jew, but first an American.

No longer a nonentity but a man bending only in the voluntary service of mankind.

Now, suddenly, a danger, greater than any I have known is upon me.

The enemy of Liberty, of all that America stands for, has made the treacherous spring for which it was long preparing.

Do I know what it all means?

Am I great enough, strong enough to keep what I have made?

Do I realize, now, that America contains the inspiration and the purifying principle for the world?

Does American Liberty mean anything in particular to me?

Is America but a country at war with another?

Is it more than a mere nation of people.

more, conceived in the Freedom-loving thought of a hundred nations, builded of human desperation and kept whole by the will and determination of noble incentive?

Will I earnestly work, willingly give and gladly sacrifice to save my America and thereby save the world?

YES! I AM AN AMERICAN.

A GOOD APPOINTMENT.

The appointment by President Wilson of Chas. E. Hughes to assist in the aeroplane investigation will be approved by everyone in the country, regardless of party politics.

Governor Hughes' insurance investigations, a number of years ago, resulted in the cleaning out of those Augean stables of inefficiency and graft, and if he is allowed a free hand and not handicapped by superiors and red tape, he will find out where the fault lies, and who is responsible.

His past record in the insurance investigation justifies grounds for the belief that he will uncover where the fault lies.

YOU HAVE NOT DONE YOUR SHARE YET

None of Us Have

The population contains a large percentage of people you have to wind up at the side with a key. Such people are loyal though, to be sure. They say, "What's the matter with you? Ain't I doing my bit? When they came to me I subscribed to the Liberty Loan. When they asked me I gave some money to the Red Cross. I have bought War Saving Stamps for my children. I never eat meat on meatless days, nor wheat on wheatless days. Whenever they play the Star Spangled Banner I stand up. What more do you want?"

What more! Good God, do such people realize what this war means? Do they realize after paying all the taxes and buying all the bonds and denying ourselves every luxury and doing all the other things we are asked to do that we will still have to multiply our sacrifices by a thousand before we even approach the price paid by the people of Belgium and France?

Every man who isn't taking this war home to himself and making it a part of his life is a nonessential. Every man who does not make the cause of his country the subconscious thought back of every action of his daily life is not living up to the possibilities of his citizenship. He is not doing his part in the glorious work for the liberation of humanity from despotism.

The shouting must stop, and the shooting begin. We can afford to leave off singing the Star Spangled Banner long enough to go out and work to keep that holy and sacred flag from defilement in the dirty paws of the German Kaiser—the paws that are dripping with the blood of murdered millions.

Merchants to Encourage Home Buying

WE WANT to commend to merchants in other sections a plan adopted by the Skagit Valley Merchants' Association in Washington of offering prizes to school children for the best essays on "Why We Should Trade at Home."

Secretary Dennett tells us that the plan is meeting with success, and will become an annual event. In this matter they have the co-operation of their local jobbers.

Their county association is offering \$100 to be divided in three prizes, and the jobbers are offering sufficient to make the first prize amount to from \$150 to \$250 as a state prize.

Get the People of Your Community to Thinking Right

Politicians seeking office, if they believe the farmers and consumers in their community are in the majority, try to mislead them with the idea that the merchants and business men take advantage of them.

The I. W. W. and socialistic element in every community likewise go out of their way to make their associates believe that the business men are robbing them, and the business men with no effective means of organization are often compelled to remain inert under such calumny with no means to combat such deceit and falsehood. The Skagit Valley Merchants' Association have set a good example.

Their plan is set forth as follows:

The Skagit Valley Merchants' Association offers the following plan to encourage home buying and we are now putting this plan into effect. Our association is offering a county prize for the best essay on "Why We Should Trade at Home," the prizes to be seventy-five dollars (\$75.00) for first, twenty-five (\$25.00) for second and fifteen dollars (\$15.00) for third. The plan in detail is this: Each school district or community is offering prizes, amounts optional with that particular district, owing mostly to the number and financial condition of the merchants in that locality. The winners of these local prizes will meet some place in the county and contest for the county prize. The sentiment seems to be here, in the majority of cases, to give a first prize of fifteen dollars (\$15.00), second prize ten dollars (\$10.00), and third prize five dollars (\$5.00). Of course this could be cut down to \$10.00 for first prize, \$3.00 for second and \$2.00 for third in districts that could not afford to pay more. The idea is to have pupils contest for this in the eighth grade and under, that is, eliminating the high school pupil. We want to be sure that the pupil goes to the parent and teacher or merchant for this information on "Why We Should Trade at Home" and not to the library, which the high school pupil is liable to do. (If you do not fully get our meaning in the foregoing write us and we will explain more fully.)

We are asking other merchants' organizations to follow our example and are at this time requesting that the jobbers, wholesalers and manufacturers of the state contribute to a state prize to be contested for by all county prize winners. We are satisfied that this is going to be by far the cheapest advertising the merchant has ever invested in for these essays certainly will be read.

The traveling men of the state are vitally interested and they, to a great degree, have the success of this plan in their hands. They call upon every member of the trade and will enthruse them and advertise the plan thoroughly.

The campaign should be a real success for the following reasons:

1. It is patriotic and in line with the government's request that communities rely upon their home products as much as possible, thus relieving the railway congestion.

2. The children of the grade schools have but three sources of information, the teacher, parents and local merchants. All will become interested in the movement. Teachers, in the majority, are mail order patrons. This will compel them to look at the question from the standpoint of community good. The parents, interested in the success of the child, will give more thought to the question than ever before and find it increasingly hard to teach the child the evil of sending money away from home and for him to continue the practice.

3. The local newspapers will gladly print the winning papers in their local schools. County papers will print the county prize winning paper and the essay winning the state prize will be published in the majority of the newspapers in the state. These papers will be eagerly read in every community and compared with local essays. Thus every family in the state will naturally read ten or twelve articles on "Why We Should Trade at Home." This alone should more than repay us for our efforts.

4. We are training the next generation of buyers and the result of this drive will be felt for years.

5. The local merchants will have to prepare to meet the questions of the school children and answer them truthfully and honestly. This will cause them to improve their business, stock and service. The education of the local merchants is one of the greatest merits of the campaign.

6. It will draw local merchants together, cement fellowship and arouse the interests of the banker, real estate man, jeweler, shoemaker.

7. It will cement the friendship and business interests of manufacturers, wholesalers and retailers, compelling them to co-ordinate in the study of needs of the different localities.

Catering to the June Bride

Wonderful Opportunity for Hardware and House Furnishing Merchants.

TIMES have changed since the past generation, and the bride of today is not content with the oil paintings and embroidered chair covers which fond relatives were wont to bestow upon the happy pair.



This June Bride's table was a sale maker. See list of suggestions on the following page.

The bride of 1918 is awake to the stern realities of life, and is standing side by side with the men in her demand for efficiency. She wants to conduct her home on the same plan that the man does his factory or office, and to

that end wishes it properly equipped with modern labor-saving devices.

This then, is the cue for the hardware man to get busy and call to her attention, and to that of all her friends, his line of gas and electric ranges, electric washing machines, vacuum cleaners, electric lamps of all descriptions, as well as the countless little kitchen conveniences of wood, tin, aluminum or enamel.

One of the most effective publicity campaigns along this line was recently inaugurated by the Parmelee-Dohrman Co., who instituted what they termed "A Kitchen Shower for the June Bride." Space was taken in the local papers, and in a quarter page, in neat black type, with plenty of white margin, was printed:

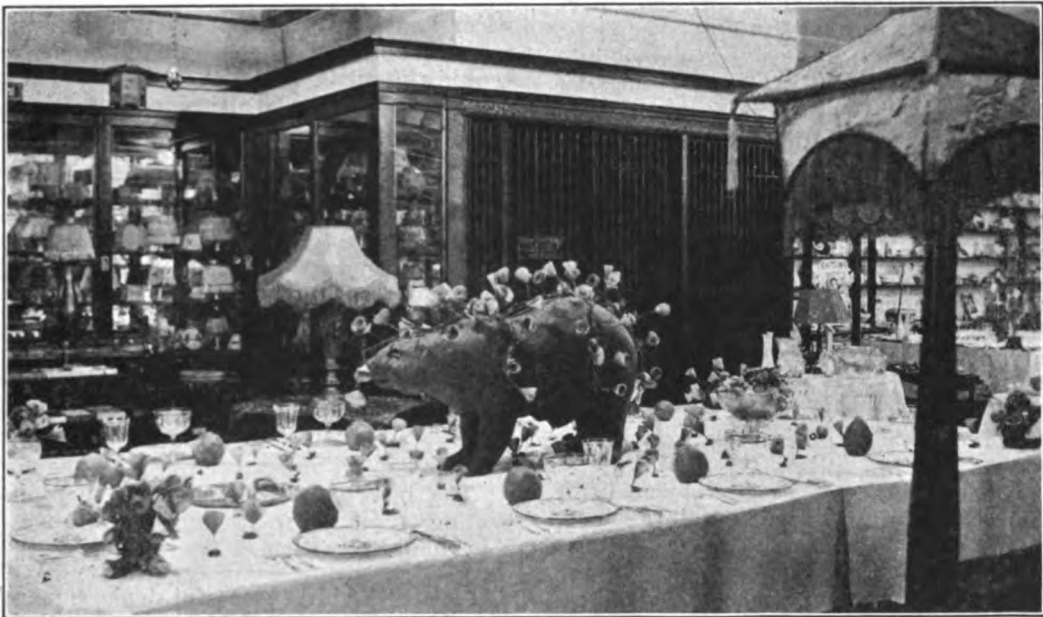
A cordial invitation is extended to the June bride and to all her friends to inspect our complete line of house furnishing specialties and countless labor saving device for the new home. The housekeeper of many years' experience will also find it to her interest to inspect our line and secure the latest novelties for the efficient running of her household machinery.

Don't fail to see our kitchen shower table for the June bride.

Exhibition May 27th-31st.

PARMELEE-DOHRMAN CO.

This advertisement naturally aroused the curiosity of the maids and matrons, and caused them to flock to the large and commodious es-



The "California" table was another feature of this sales campaign, that served to hold the interest of everyone entering their store.

They advise us that their sales of gas ranges, refrigerators, electrical goods, aluminum ware, bath-room fixtures and kitchen utensils was more than satisfactory, as the result of this exhibit.

tablishment, in order to inspect the attractive lines so beautifully displayed.

Down the centre aisle of the store were a number of tables set with fine china and glassware, suitable for breakfast, luncheon, or dinner. At the end was a quaint conceit—a table set for a kitchen shower luncheon, such as might be tendered the bride by her intimate feminine friends. The centrepiece for the table—which was spread with a handsomely embroidered white cloth—was a bamboo clothes horse about three feet high, spread to its fullest extent, from which dangled a score or more of red ribbons, to the end of which was attached some kitchen necessity of wood or aluminum.

The China was of red and green Crown Staffordshire; the glassware of lotus pattern, and the silver Sheraton design. At each plate were tiny wicker clothes hampers filled with after dinner mints, and the place cards were attached to clothes pin dolls.

They realized, however, that many would not see the printed ad and, accordingly, arranged a most striking window display to attract the attention of the bride and her friends. Suspended from the ceiling by brass chains was a long white wooden sign, lettered in black, which extended entirely across the big window: "A Thousand and One Kitchen Helps." The window was floored with black felt, and set about were many glass-topped stands of varying heights. On each of these, in wire racks, and on the floor, were varnished boards 12x18 inches, to which were attached scores of kitchen conveniences which the majority of housewives never knew existed. Near each little utensil was pasted a card, stating the name and price.

Suggestions You Can Use

Among the novelties were an orange juice extractor, clothes sprinkler (glass jar with perforated metal top), asbestos mats of different sizes, asbestos griddle, aluminum percolator, egg separator, tea strainer, dish mop, egg whip, fancy vegetable cutter, radish cutter, grape fruit knife, lace paper doilies in wax paper envelopes, asbestos toaster, wall duster, apple parer, vitrolite pastry board, wooden spoon, cake ornament, boning knife, butcher knife, orange knife, asparagus knife, pineapple snip, oblong loaf mold, oyster knife, bread knife, mayonaisse mixer, butter mold, toast rack, dish towel, shad board, milk bottle top, meat chopper, rubber drain board mat, China drain rack, pastry tube, ironing wax, berry huller, vegetable peeler, aluminum measuring spoon sets, hot pan lifter, clothes spray, aluminum roaster, large chop frills (paper, assorted colors), fancy aluminum molds, sink brush, pot scrub, pastry brush, soup strainer, tea and cocoa strainers, metal pot cleaner, mincing knife, wooden lemon squeeze, rubber sink stopper, aluminum egg beater, soufflet cases (paper, assorted colors), butter quirler, fish knife, soap dish coaster set,

pastry fork, basting spoon, oyster broiler, pastry wheel, apple grater, pot scraper, sink brush, wire fish rack, mixing bowl set, oven thermometer, corkscrew, tea-maker, one-half measuring spoon, vegetable peeler, bottle brush, coffee pot brush, ham slicer, China casserole, vegetable brush, ice pick and electric iron. By this last was a card, "Demonstration on Mezanine Floor." A large card at one side of the window advised:

Just What I Needed

So often you will hear this exclamation in our Kitchen Ware Department. It is wonderful what \$1.00 will do at PARMELEE-DOHRMAN'S.

Incidentally it would pay the hardware merchant to go carefully through the foregoing list and see how many of the new wooden and metal contrivances are absent from his stock, and then send in an order to his jobber to bring the list up to date.

Another Good Idea

Another window that sold many goods was one fitted up as a modern kitchen, showing the June bride in the midst of her new household equipment, ready to cater to the inner man of her "John." The floor was covered with blue and white tiled linoleum, with white walls and white enamelled furniture. The model of the attractive young matron, in her blue morning dress and white cuffs and cap, served at once to focus the attention of the passing crowd. She was making a pie and on the table were the ingredients for mixing and baking. A large pan filled with red apples had on top an apple corer, slicer and fancy cutter. On the floor in front was a good assortment of aluminum dishes and cooking utensils, and the modern gas range in the rear was plentifully supplied with same, while a vacuum cleaner in the corner showed the way to the elimination of backache from manipulation of the broom.

The whole campaign was so timely and made such an appeal to the common sense of the bride and her friends, that any merchant would find it very profitable to inaugurate one along similar lines.

After getting the average man started on his hobby nothing short of a steam roller can stop him.

The interest accumulates on them just by keeping them. War-Savings Stamps we mean. You should buy them.

Notice the big successful dealers, merchants of today. They spend big money on their windows. Would they do it if it didn't pay? No, indeed. Why not profit, therefore, by their experience?

"SPYMALIGNITIS TEUTONICUS"

A physician sends us the following prescriptions, which we especially recommend:

"Our land is afflicted just now with a malady for which I have coined a name that says what the disease is, that it is malignant, and that it is Teutonic. I also send you a cure for this scourge in the shape of a prescription. This is the only disease I know of, for which a true specific has been discovered. Properly administered, this medicine will cure the trouble. Here is the prescription. Being a physician, naturally I had to write it as obscurely and vaguely as possible, but you may catch the point:

R.

Plumbi puri, grs., 200.

Potassii nitras.

Sulphuris.

Carbonum pulvere, aa, q. s.

Fiat plumbi pilula. Misce potassii nitras, sulphuris et carbonum pulvere. Fiat capsula.

Sig.—Place the capsule in a long steel tube and the lead pill on top of the capsule. Administer the pill hypodermatically by striking the capsule a sharp blow and directing the steel tube so as to affect the heart action permanently.

"The ingredients may be procured at any hardware store or ammunition factory in the land. All we need is some one properly authorized to administer the pill."

Doesn't this look a whole lot better than to come right out bluntly and say: "The way to cure a spy of spying is to back him up against a wall and shoot him?" And are we not counseled by everything official about us to treat the subject of German spies and spying with much consideration and gentleness? Why, even when we go to the astounding length of passing a federal law that will permit us to strike a spy three times on the wrist instead of once, we call it the "Espionage Law," so as not to hurt the sensitive feelings of the kaiser's busy little workers.

Some day we may lose our patience for a moment and follow the advice, administering the leaden pellet strictly according to directions; but if we do, surely it will be with profound assurances of our most distinguished consideration, begging leave to subscribe ourselves, etc.

We have little patience with mob rule, or summary vengeance, but let the officials who condemn them, remember that it is because of the negligence of our officials, that men feel compelled to "take the law in their own hands" and teach spies and pro-Germans some much needed lessons.

A GOOD SALES STUNT YOU COULD USE

An enterprising Western merchant tells us of a good sales stunt which he found he could use to advantage, and which any retail merchant can adapt to any of his lines with very little trouble or expense.

Secure a map of your county, or of the territory you cover on any agency in case you are not selling throughout the entire county. Buy a cube of pins, a drygoods store can sell you these for a few cents; they come either with blackheads, or red or blue. Whenever you make a sale on the article which you are pushing, stick a pin in the map. If you are selling in some nearby town, or a few miles out of town, stick a pin in the approximate location. If your territory covers several miles in radius, and you are making sales on any particular line, such as manure spreaders, cream separators, plows, you will find that people will be very much interested to see just where you are selling the line.

By using different colored pins, you can call attention to your sales campaign on various lines, one color for each particular article.

You know many people are like a flock of sheep, as it were. They are influenced by what the other man is doing. If they find that you have customers over quite a wide area for any particular article, such a display in your window will attract more than usual attention. The plan can be used in featuring stoves, refrigerators, and can be varied to suit the conditions.

THESE ALSO

By D. M. Henderson

The soldiers of the common tasks—

They do not dwell in tents;

In house and school, in shop and field.

Arise their battlements.

They do not wear a warrior's dress,

Nor march to thrilling drums,

Yet mighty in their lowliness.

They fight till wrong succumbs.

The soldiers of the humble deeds,

Who save the light and heat;

Who keep with joy the holy fast

That gives the starving meat;

The woman whose swift needles clothe

The bearer of her lance;

Yea, every praying, toiling heart

Defends our flag in France!

The soldiers of obscurity—

They hide their wounds and grief

And guard against despair and doubt

The forts of their belief.

They keep the faith, for on them rests

Their great republic's fate—

From them its heroes draw the strength

To shield and save the state!

—Chicago Tribune.

A Patriotic Hardware Manufacturer

Typical of the Family and Organization He Represents

HARDWARE manufacturers of the country have set an example for work in war service that is deserving of more than passing notice. Even before our administration would admit we were being driven into a war for self-preservation, many manufacturers saw that war was inevitable — that Germany was determined to force her domination upon us and the rest of the world as she had often boasted, and planned she would—and in their own way many began to plan and think of methods by which they would be able to further the interests of the government when called upon.

We believe ninety-five out of every hundred manufacturers (perhaps the percentage is more nearly ninety-nine out of a hundred) are ready to put their personal interests in the background, to make whatever sacrifice is necessary. Even the hundredth man is not much to blame when we consider our officials could not seem to realize what Germany intended notwithstanding the daily warnings, and lessons we should have learned from the sufferings of Belgium and France.

But there were manufacturers who realized what was coming. We know of instances where plants were kept going with a view of keeping their organization together, to hold their men, so that when the government did decide to act, they would not be caught short-handed.

And so it was when we at last officially recognized that "a state of war already existed" the Hardware Manufacturers' Organization for War Service was formed, with Charles W. Asbury of the Enterprise Manufacturing Co., as executive head; Fayette R. Plumb, Frank Baackes of the American Steel & Wire Co., and A. W. Stanley of the Stanley Rule & Level Co. as an executive committee.

But some thoroughly capable and efficient man was needed as executive manager, and when it was suggested that if possible Murray Sargent of Sargent & Co. be secured, the committee thought itself most fortunate.

Peculiarly fitted by education, travel, experience, training and knowledge of conditions among manufacturers, he consented to relinquish his work with the organization bearing the family name and devote his entire time to the work in hand.

Of Sturdy New England Stock.

The Sargent organization dating back a hundred years, Mr. Sargent was literally born and bred into the hardware industry. A native of New Haven, Conn., son of Henry Bradford Sargent, now president of Sargent & Co., and grand-son of Joseph Bradford Sargent, the Sar-



Naturally the chief pride of Mr. Sargent is in his family, who will help perpetuate the Sargent name and institution.

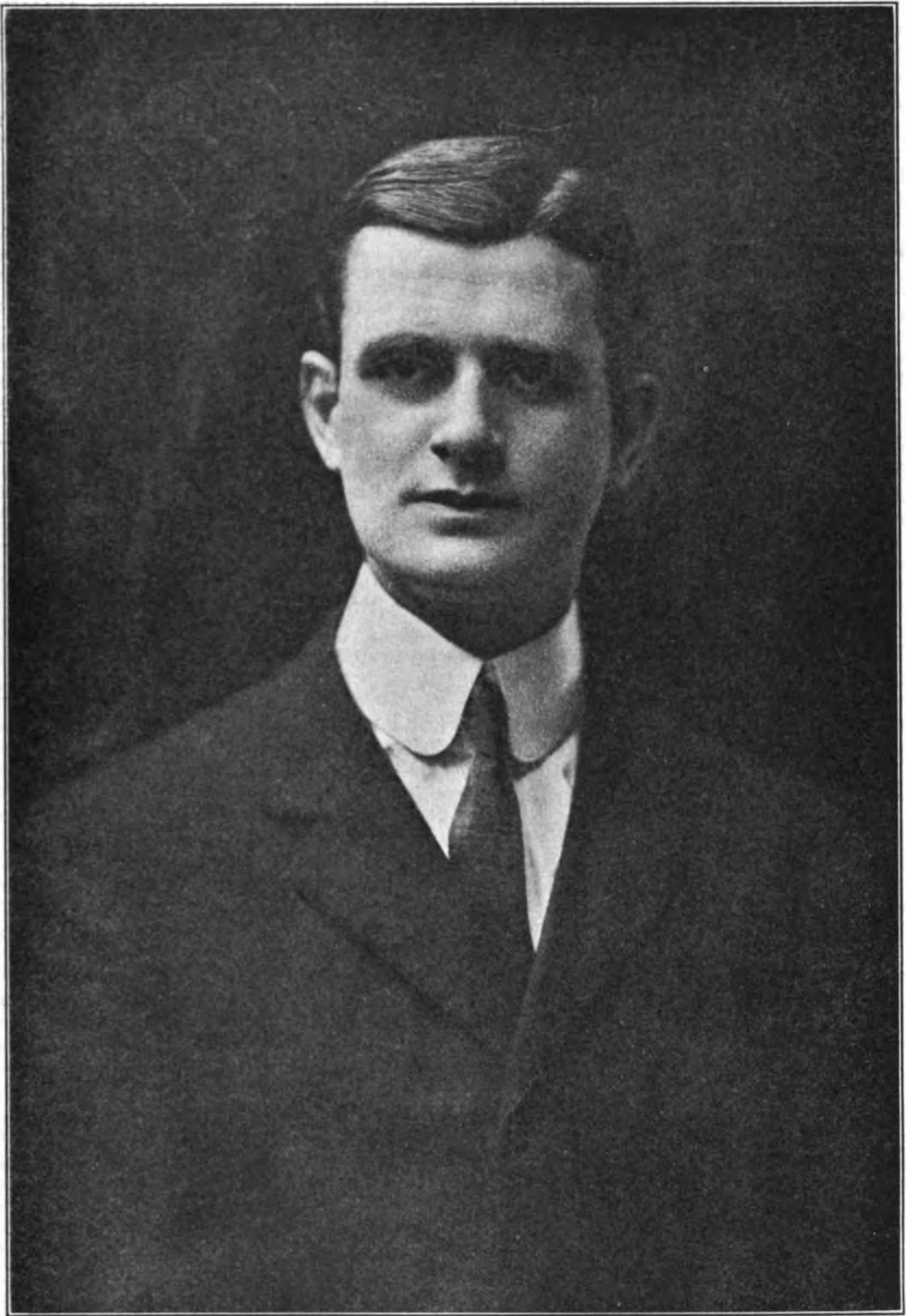
His three young sons, Murray, Jr., James Cunningham and Harry Bradford II, can be depended upon to assume their full share of responsibilities when the proper time arrives.

gent family have been engaged in manufacturing since 1814, and typify the patriotic New England spirit.

As a young man in Yale he took a prominent part in college activities; was a member of the Delta Kappa Epsilon fraternity, Skull and Bones and other societies, and received the degree of Bachelor of Arts in 1905.

Before entering the employ of Sargent & Co., he took a trip to Europe, and upon his return begun work in the sampling department. Later he was transferred to the New York office as a member of the sales organization. In his work in selling the Sargent products he has traveled extensively throughout the United States and England.

Returning to New Haven he was placed in charge of the sale of the tool section of the business. In 1917 he was elected secretary of the company, but resigned in March, 1918, to devote all his time for the duration of the war to the Hardware Manufacturers' Organization for War Service as executive manager, with



MURRAY SARGENT

resigned his position as secretary of Sargent & Co. to become executive manager of the Hardware Manufacturers' Organization for War Service, and will thus serve his country throughout the war.

Those who know Mr. Sargent agree that no better selection could possibly have been made.

offices at 1218 New York Avenue, N. W., Washington.

Maintaining the Family Tradition.

Pride of family and of heritage is a most commendable characteristic of New England families. There is something in the old saying "there is a destiny that shapes our ends roughhew them though we may," notwithstanding that verse of Kipling, "East is East, and West is West and never the twain shall meet," and in choosing his life partner, Mr. Sargent was not unmindful of this.

For while Miss Mary Hale Cunningham, to whom he was wedded in 1913, is proud to be a "daughter of the Golden West," being a native of California, where our California readers will recall her father, as a member of the wholesale stationery house of Cunningham, Curtis & Welch, yet we believe it was in New York, where the family removed after the passing of her father, that Mr. Sargent met his bride-to-be.

In perpetuating the Sargent name, three young sons, Murray, Jr., James Cunningham, and Henry Bradford, II, can be depended upon, when they grow to man's estate, to assume their full share of activities, whether it be serving their country or adding to the prestige of the Sargent institution.

The **HARDWARE WORLD** is glad of the opportunity, continuing its well-known policy, of giving our readers the opportunity of making the acquaintance of men for whose products they are distributors—meeting one of the many men who willingly devote themselves to service in this hour of our country's great need.

GET THE HABIT.

Monday—

I never missed the quarter that I would have spent for smokes.

Tuesday—

I never missed the quarter that I would have spent on jokes.

Wednesday—

I never missed the quarter I'd have blown on other folks.

Thursday—

I never missed the quarter I'd have spent on anyone.

Friday—

I never missed the quarter that I would have spent for fun.

Saturday—

And now I have six Thrift Stamps and am helping whip the Hun.

Politicians who could not earn an honest dollar in any mercantile line, are generally the loudest mouthed in condemning business and business men. But who is it that is financing the war?

NO HOPE NOW TO COMPEL MANUFACTURERS AND JOBBERS TO "SHINNY ON THEIR OWN SIDE"

(Copyright by Elton J. Buckley.)

The following letter, just received from a retail merchant in Illinois, is of interest, though obviously name and address must be suppressed:

_____, Ill.

* * * The _____ retailers of this section are very hard pressed just now by jobbers' competition. A large percentage of the wholesale dealers of _____ and _____, which supply our territory, will solicit our trade and at the same time the trade of large consumers, which rightfully belongs to the retailer. We have plead with them and even threatened them through our organization, but with very little effect. Some of them stop for a time, but they get back as soon as they think we are not looking. We also have manufacturers' competition in a few cases, and have not been able to do anything about that, either. Also three mail order houses.

Our association is convinced that there must be some legal way to preserve the old lines of trade by making manufacturers and jobbers shinny on their own side, and sell their own customers and let ours alone. We are also against the mail order house, and believe there is some legal way to get back at the people that are selling them their goods. We believe from what we have seen of your writings on legal subjects that you may be able to put us where we can accomplish something. Anything you may write us will be greatly appreciated by all of our members.

L. F. O.,

Secretary _____.

I regret that I cannot say anything to this correspondent which will help him in the slightest degree. No one can, at least no one can help him do what he wishes to do. I can half help him by telling him that it is now an illegal and dangerous thing for merchants of any rank, for instance retailers in any line, to attempt to sew up their natural field of customers so as to keep out merchants of another rank, such as jobbers. It is also illegal and dangerous to attempt to keep manufacturers from selling to mail order houses, or to threaten to impose, or actually impose, in any systematic, organized way, a penalty, such as blacklist or boycott, upon manufacturers who do sell mail order houses, or upon jobbers who sell consumers.

In the very same mail which brought this letter, came the official report of a case which has just been decided by a United States Court for a Western district. The facts of the case are practically identical with the situation outlined by the above correspondent, and the law laid down is therefore directly applicable.

The case I refer to hinged upon the efforts of a combination of lumber retailers to (1) keep wholesale dealers from selling consumers; (2) keep manufacturers from selling mail order houses, and (3) force consumers to buy of the retailers nearest them. To accomplish these purposes, a very elaborate system had been built up which was extremely successful, to judge from the following description of it by

the president of the association: "We are to-day acting in unison with 15 other retail associations representing 5,000 yards, making with our own a total of 7,200 yards, covering territory extending from the western slope of the Alleghenies on the east to the eastern slope of the Rockies on the west, and from Winnipeg down to the 'Sunny South by the sea.' In this vast territory it is estimated that of all the lumber used in the building trades, 94 per cent of it is confined to its proper channels, reaching the consumer through the retail yards."

This scheme was based on a contention with which a large number of merchants in all lines agree, viz., that the manufacturers' only legitimate customer is the jobber, the jobber's the retailer, and the retailer's the consumer. Also, that the mail order house is nothing more than a poacher, that it should not be permitted to intrude into everybody's territory to compete with established retailers, and that manufacturers who sell mail order houses are unfriendly to the trade.

The lumber retailers built up a strong and careful scheme to carry out this contention, the essential part of which was the periodical publication in various ways, of the names of wholesalers who sold consumers, the names of retailers who went into other retailers' territory, and the names of manufacturers who sold mail order houses. This was so the fair retailers could boycott the unfair jobbers who sold consumers; so the fair jobbers could refuse to sell the unfair retailers who sold other retailers' customers, and so the whole trade could boycott the unfair manufacturers who sold mail order houses. Naturally, the same thing applied when the manufacturer sold consumers, as he occasionally did.

There was only one thing wrong with this scheme—it was unlawful. Its success was so conspicuous that the Government prosecuted everybody connected with it in this Western district for violating the anti-trust laws, and after the court saw the boycott notices and the blacklists the whole beautiful scheme crumbled and fell. The court granted an injunction against every person connected with it, on the ground that 'the circulation of these reports not only tends to directly restrain the freedom of commerce by preventing the listed wholesale dealers from entering into competition with retailers, but directly tends to prevent other retailers who have no personal grievance against listed jobbers and who might trade with them, from so doing, they being deterred solely because of the influence of the report circulated among the members of the association.'

When the court got through with this beautiful and most effective plan, there was nothing left of it, and there will never be anything to it again. From this time on, a manufacturer, jobber or retailer may sell jobbers, retailers, con-

sumers or mail order houses, any or all, and nobody who considers himself aggrieved can do anything about it except stop buying himself from the man he thinks has offended. The minute he tries to get his fellow merchant to join him, which is the only way such a thing could become effective, he will run into the law. Henceforth, there are no lines between the different branches of the trade which cannot be obliterated at the will of anybody.

OULD IRELAND IN THE SADDLE.

Dennis Sullivan, who was sent by the Advertising Club of San Francisco, on a transcontinental trip and to interview President Wilson, made this report of his visit:

"My visit to President Wilson was fortunate. I was among friends. I went as Sullivan. A secret service man named O'Neil put me through an examination. He shunted me to Secretary Tumulty, who passed me on to Patrick McKenna. McKenna eased me off to Senator Phelan—and so I arrived in the President's office. Ould Ireland is in the saddle."

"YANK"

At last we have struck a word that fits our boys in khaki. The word was there all the time, but we didn't seem to see it. We tried "Sammy," but it didn't sound right, and many of us would not use it, and not one of the khaki boys liked it. "Sammy" bore too close a relationship to "Willie" and other diminutives to fit the full-grown huskies now crowding across the water to have their "go" at the Huns. Then some one from the sidelines, some inspired gamin, no doubt, yelled "Go it, Yanks," and the right term was coined forthwith. "Yank" means something to us. It says something. It is full of vigor and strength and "pep." I get it in all its fullness as I recall the remark of Mark Twain's cow boy when he said of the local evangelist: "He'd yank a sinner outen hell; he done his level best."

We are not engaged in yanking sinners out of hell just now, but we have a big job on our hands of yanking hell out of a bunch of sinners, and I do not know of any one better prepared to do the job as it should be done than our own khaki-clad "Yanks." Fancy our boys going into action with the Tommies and the Poilus yelling "Go it, Sammies!" Why, it would make the Germans laugh. But with the yell: "Go it, Yanks," something has to give way, and it will not be the "Yanks."

Germany has not acted any differently in her treatment of prisoners or civilians, since we entered the war, than she did before. The scales have merely begun to drop from our eyes.

A Jobber's Method of Co-operation

Making a Display of Your Entire Stock

THE HARDWARE WORLD is always glad to bring to its readers methods of helpful cooperation by manufacturers and jobbers.

Many manufacturers are glad to cooperate with retail merchants in advertising material and other data for effectively displaying the manufacturers own particular line.

But it has remained for a Western jobber to go even further and study out an economical plan that will enable the merchants to display their entire stock. In the territory in which they operate, Strevell-Paterson Co. will send their own salesmen to help rearrange the stock, and offer suggestions the merchants can use to advantage. All this without a cent of expense on the part of the dealer.

They do not sell the material (lumber and compo board) for building the display boards, although they have made arrangements with a mill that will furnish it to any merchant who prefers. The merchant can have his own mill, or get mechanics in his own town to make the installation through plans and drawings, which Strevell-Paterson will furnish without any expense.

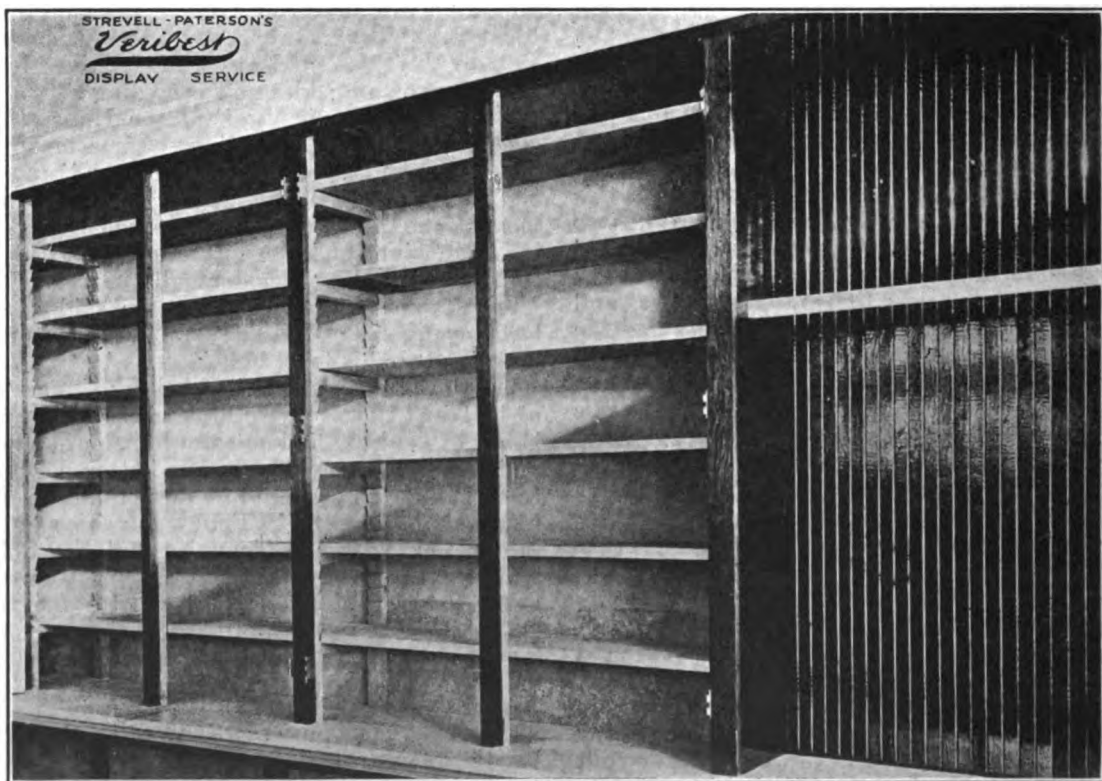
They have been doing this work among their customers for years, and it has been so satisfactory they have decided to give all HARDWARE WORLD readers the benefit of what they have been doing, so merchants in every section of the country can avail themselves of the ideas and plans they have developed.

Speaking with reference to the matter, they say:

"We believe goods well and attractively displayed are half sold.

"This applies especially to hardware, which lends itself in many ways to the imagination of a good display man. The cost of display fixtures, however, has kept many retail merchants from properly showing their goods, and they have gone on from year to year, trying to keep their stocks free from dust and broken boxes straight on the shelves.

"For several years we have been installing a simple and inexpensive, but very effective display, which we are now bringing to the attention of the trade. In our judgement, you should be able to obtain the following results, provided you put in the display according to our directions.



The first step towards making a display of your entire stock.

1. Keep broken and soiled boxes out of sight.
2. Keep stock away from the dust and dirt.
3. Show and advertise what you have for sale.
4. Increase your sales.
5. Classify and arrange stock and keep it in one place so that you know instantly where to find it.
6. Make it easy for your clerks (new and old) to handle customers and know the stock.

"This is done by the use of display doors made to fit over the ordinary shelving found in most retail hardware stores. These doors are made of fir frames with a compo-board panel, and so constructed that there is little, if any, probability of the panel working loose, no matter how heavy the load.

"The frames can be finished in the natural wood, or in such a manner as to conform to the finish of the room in which they are placed. The panels, however, should be painted a brilliant red, as this color displays hardware more effectively than any we have been able to find.

The doors should be hung directly upon the shelving with brass or bronze-plated loose pin butts, so that they can be easily removed in case it is found necessary to re-arrange the display or repaint the panels.

On each door should also be placed a round or square medium sized door handle, to match the hinges, and a friction catch at the top and bottom to hold the door shut. To fasten the display to the panel we recommend a patented wire sample holder that will hold in place any thing from a carpenter's pencil to a 24-inch pipe

wrench. These holders are made in two sizes, cost but little, and can be obtained from our stock. By using these holders samples can be removed or replaced in a moment's time.

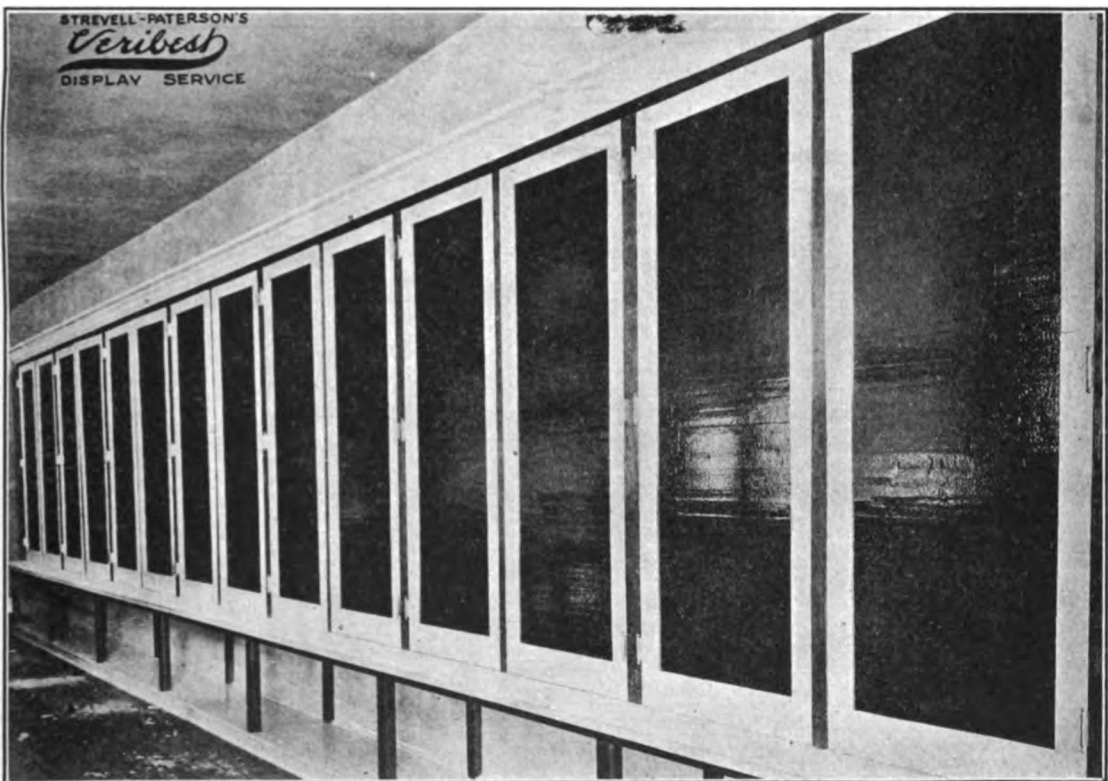
There is no profit for us in furnishing these doors. In fact, there is considerable expense attached to it, which we bear in handling this matter in our office, and through our salesmen, who will be glad to help you install and display your goods. This is all furnished free to the customer as a part of Strevell-Paterson's "Veribest" hardware service—a service which means something really valuable, and is not merely a catch word without anything back of it.

DETAILS AND INSTRUCTIONS FOR PUTTING UP SAMPLE DOORS, OPEN TOOL CABINETS, ETC.

Sample doors can be used to best advantage with new shelving, but can be used to very good advantage over your old shelving. We have convinced a great many of our hardware friends this is the very best system for displaying hardware. The price of this door system is so very cheap it will surprise you. The drawings and photos will be of value in developing and carrying out the idea.

New Shelving

The height of shelving should, of course, be proportioned to height of your room (ceiling to floor). So also should Veribest Sample Doors. The base shelf should be 30 inches high and 22 inches wide. Extending about 2 inches over bottom shelves (under base), should use good clear board 1½ inches thick, rounded



The sample doors finished and in place, ready for display.

in front for base shelf. All other lumber in shelving can be 1 inch.

Bottom of shelving, 20 inches deep (see drawing).

Base of shelf, 22 inches deep (see drawing).

All upper shelves, 14 inches deep (see drawing).

Always use good full cornice on top of shelving at least 6 inches. This balances it and looks good.

When using sample doors, set face of shelves back about 1 inch, so wire sample holders on inside of doors won't touch shelves when doors are closed. This is important.

Doors should always be made 1 1/8 inch thick lumber for frames, so use 1 1/8 inch strip 3 inches wide between each pair of doors (not each door). Very small sample door frames can be lighter of course.

Shelving can be made of cheap lumber if necessary as doors completely cover shelves, and it won't be seen.

You can cover only part of shelving with doors leaving balance open for enamel ware, tinware and etc., as shown in drawing.

Doors For Old Shelving.

This can be worked out fine. Have doors made in proportion to shelving to be used. Put strip to fasten doors in front of old shelving. If they happen to come between partitions of shelving this does not matter a great deal as the doors completely cover all shelves back of them and these faults are not seen.

Call in a good carpenter. He can straighten up out of line or crooked shelving and with this system make your store look like new.

Several of our friends have done this very thing, much to their great satisfaction.

Sample Doors

Use Compo board panel. This is the best we have found. Make frame of 1 1/8 inch thoroughly seasoned lumber so it won't warp when hung. Lumber with good grain is best as it takes a stain better. Mortise Compo board in frame 1/2 inch all the way around. If

this is made right it will support 50 to 80 lbs. of samples on door. Always hang with three only 2 1/3 inch by 3 inch butts. Don't use half surface or surface butts. They detract from the sample. Use friction door catches only. Never use cupboard catches or cupboard turns. They don't look right. Use light neat door pull for handle.

Painting

The Compo board panels are porous and it is very necessary first to put on coat (or two coats) of shellac or some other good filler. Then two good coats of bright red paint, and when dry a coat of good varnish.

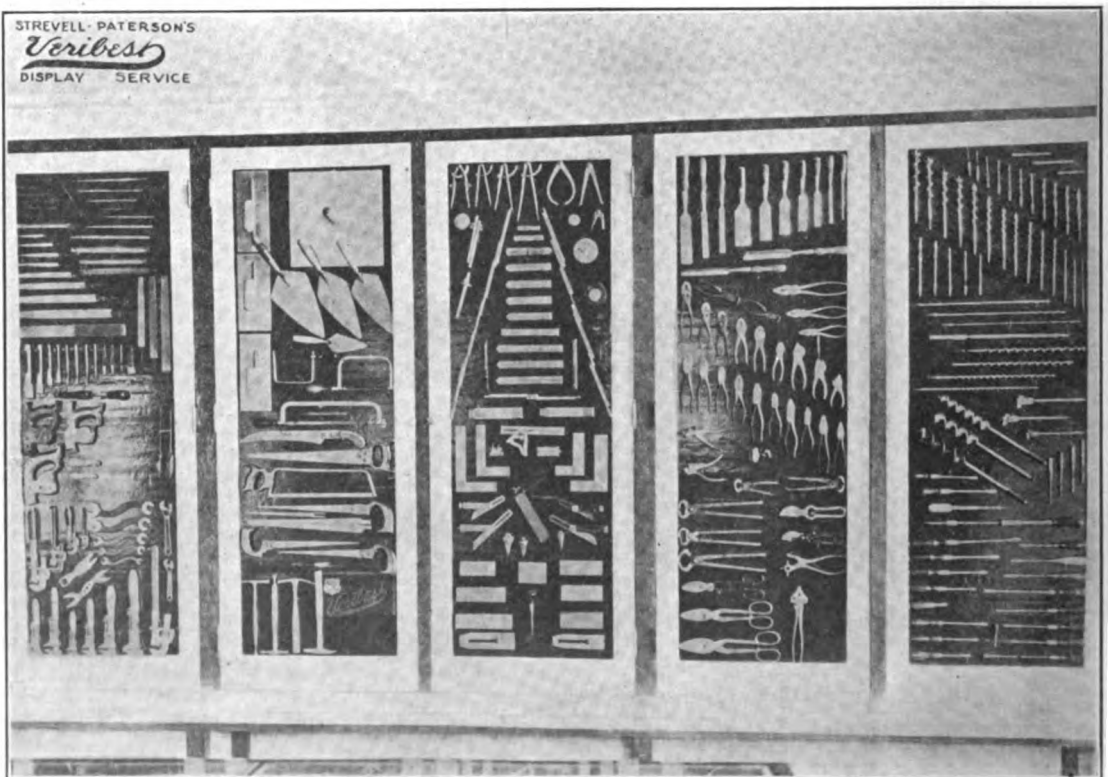
Do not paint inside of compo panel. It is useless. Stain frames of doors to suit balance of color in room. Paint the entire inside (sides, top and black) of open tool cabinet same red as doors.

Open Tool and Gun Cabinet

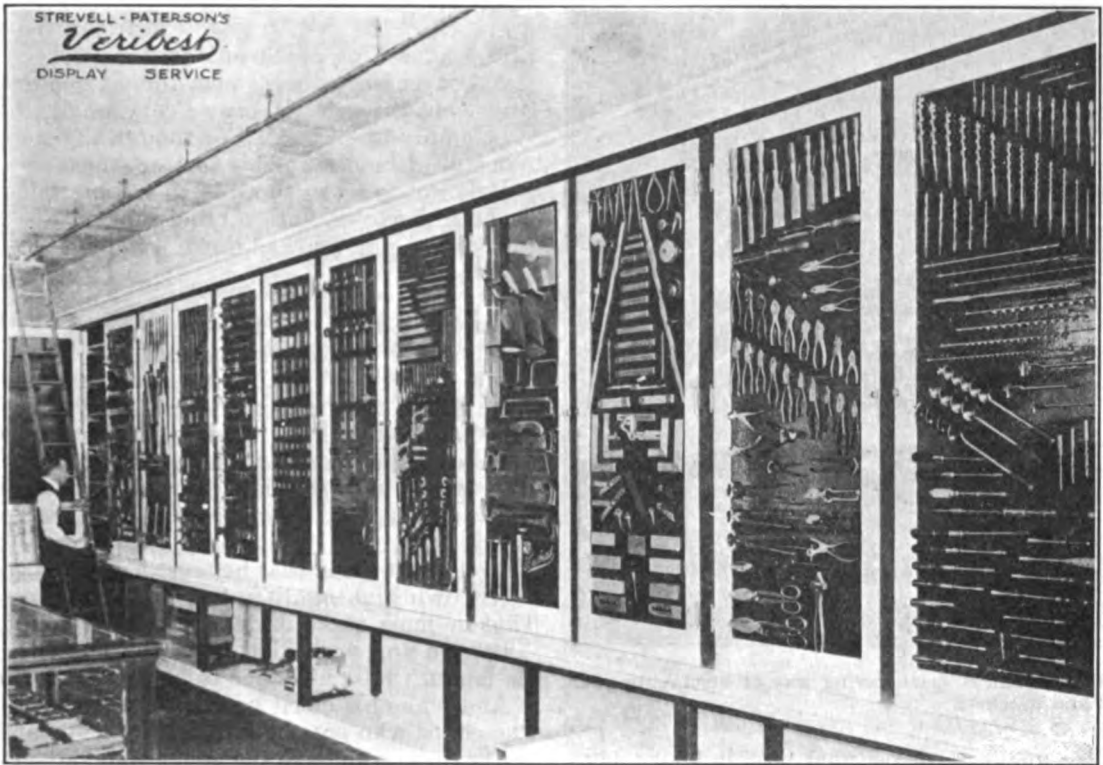
This should be proportioned to balance of shelving 5 ft. to 8 ft. wide, or to size of stock. Always start this in front of store as the tools, guns, etc., displayed in it are the most attractive goods you sell. This should be an extension of sample door shelving. The bracket shown on drawing is best for hanging hammers, etc. (see photo). Use two brackets for each lot of hammers. They are long and strong enough for six hammers, hatchets, etc. Any blacksmith can make them of common 3/8 inch round iron. They must all be squared alike.

For saw rack in open tool cabinet use a 1 1/2 inch piece of lumber 2 inches wide at bottom. On this let the handle of saws rest with blade up and teeth towards the back wall. For holder for top of blades of saws fasten a piece of lumber of similar size and saw wide notches (say 3/16 inch) so saw will fit in and out easily (see photo). Saws can be arranged close together just so there is room to get fingers between handle.

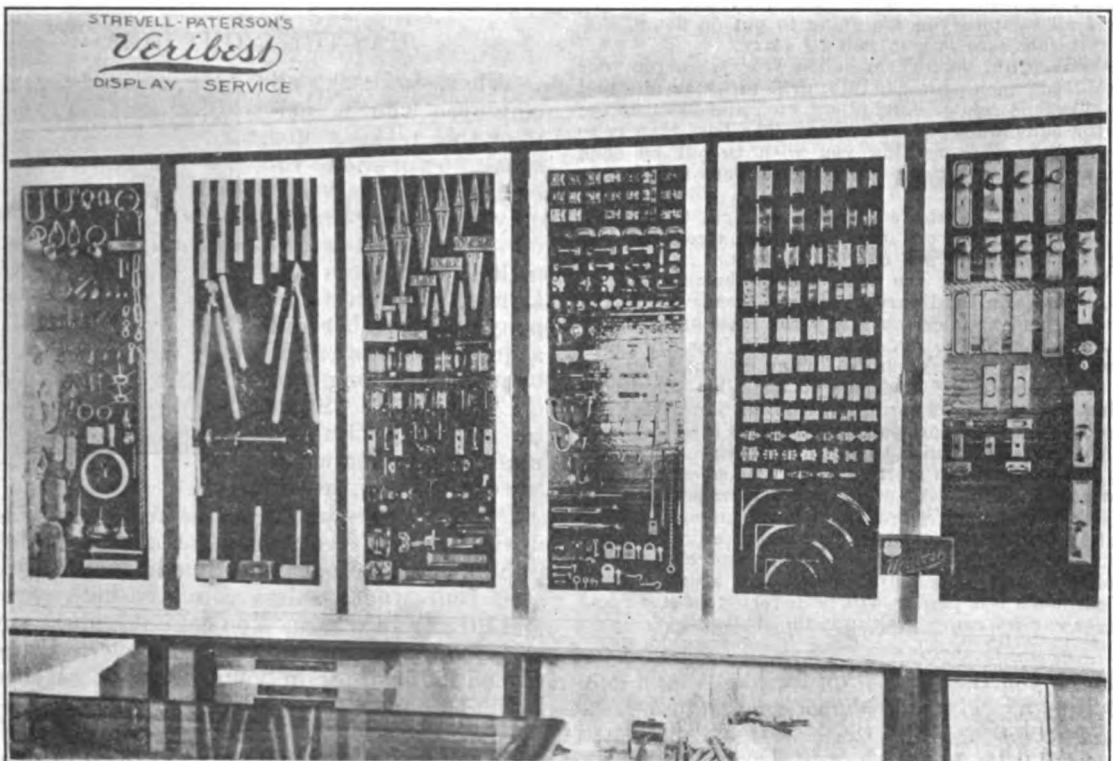
You can carry two dozen saws (any length) in a space of 30 inches. This is a good arrangement as han-

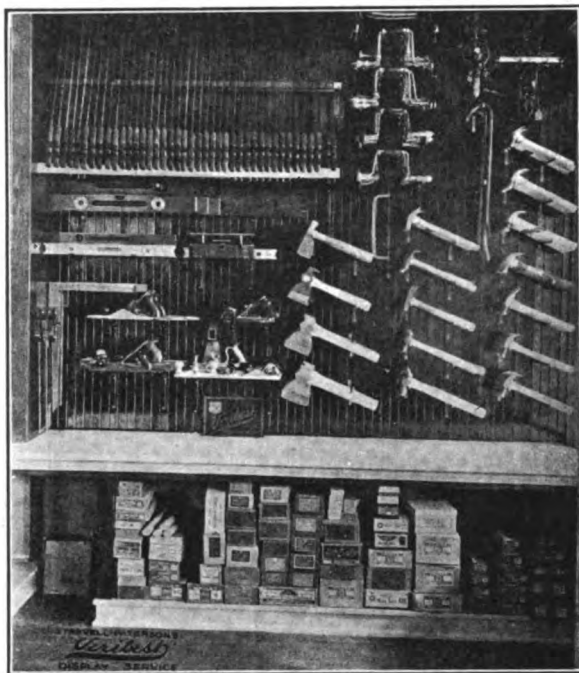


A display of your tools as shown herewith is sure to command attention.



Just as merchants in other lines find that goods well displayed are half sold, so you will be more successful in making sales if your store room presents this appearance. It will enable you to see that your goods are kept in excellent condition, and there are many advantages apparent to merchants in having such an arrangement.





An economical space saving way of displaying your saws and hatchets.

dles are always where you want them in taking down to show and the blade does not have to be touched in handling, thus preventing rust spots.

Sampling.

In sampling doors draw the pins from butts and take down. Put door on two saw horses (or boxes). Never fasten down a single item until you have arranged all samples you are going to put on doors. Follow this rule sure or you will be sorry.

On the first door (nearest the front), sample your nicest goods such as auger bits, drill bits, car bits and then chisels, screw drivers, pliers, etc., and towards the rear the odds and ends will come. The best plan is to make a list of everything you wish to put on each door, and then get them altogether before starting to sample.

Follow all the above and you will get a nice satisfactory job. Have our man who calls on you help you with this work. He will be glad to do it.

We can furnish the wire sample holders in two sizes, light for all ordinary goods, and heavy for heavy wrenches, and articles too heavy for light ones. These holders enable you to fasten even an 18 inch solid handle wrench on doors securely. They are made so you can take sample off and put it back by simply releasing the tension of spring on back of door. Ask for a sample and have our man demonstrate it.

We can also furnish spindles for sampling escutcheons and knobs of all mortise locks. When on the door these goods look as they would when in actual use.

Every merchant wants to have an attractive looking store because he knows it will increase his business. Under our display plan this is easily and cheaply accomplished and in addition much less stock can be carried, much less money will be invested in stock and a larger variety can be put upon the shelves.

Have you the reputation for handling a general line of reasonably good merchandise, or the name for handling the best that can be had anywhere?

YOU MUST SELL YOURSELF

By Berton Braley, in *Forbes Magazine*

Life is a "selling problem," that is all;
And every man is his own line of goods;
And what the price is, big or very small,
Is simply up to him. For though the woods
Are full of buyers for his sort of stock
He's got to learn the way to sell himself
Or he'll discover, with a cruel shock,
That he's a marked-down remnant on the shelf.

So to begin with he must try to be
An article of value, sound and fair;
For if he isn't—take this straight from me—
He'll find the market sluggish everywhere.
But, having worth, he must let buyers know
He's on the market to supply their need,
He's got to learn to make his value show
So plainly that whoever runs may read.

That doesn't mean that he must boast and shout
His own high quality; but it does mean
That he must make it clear, beyond a doubt,
By pep and push, that he is on the scene.
He mustn't miss a chance to prove his worth
And make his merit patent to men's eyes;
The chaps who get the highest price on earth
Are those who have the goods—and advertise.

So watch your opportunities, and dwell
Upon the job your whole existence through,
Yourself is all the goods you have to sell
And what you get it wholly up to you!

HAS THE RIGHT IDEA

Thos. J. Hisey, an employee who is neither able to hear nor speak, expressed recently in writing—his only remaining method—the spirit which makes employees of Dorris Heyman Company pull together and acquire results at a banquet not long ago on 'Loyalty.' "Stick to it" and "Habit" read by another member of the force, he said:



"Loyalty is another name for honesty and uprightness. If you work for a man, be loyal to him. You cannot honestly and truthfully accept your wages unless you give both service and loyalty in return. You cannot respect yourself if you are cheating your employer. Eschew dishonest dealings in your business. Honesty is the best policy—be loyal."

Even a shallow man may get deep in debt.

Wanted—Some He-Men!

WITH full appreciation that a man can do no more than his best, and with unfair condemnation for no man for inability to be anything other than what he is—there is growing more noticeable daily throughout this land, a tremendous tide of opinion favoring the placing in positions in this Government where their powers may be used directly toward winning the war, the very strongest and most vigorous mentalities that the nation can boast.

There are strong men in Washington today who are serving to the best of their ability; but there are many more men of unusual power, and superior mental and physical energy, in this land, who are not in position to give the country the best of their talents, while on the other hand we have handed down to us from times of peace, many men who were splendid public servants in those peaceful days and are loyal, patriotic and hard working citizens today, but whom Providence never equipped—either as to brains or bowels—for the positions in which they find themselves.

Take a vote of the men of this land today—aye and the women also—and there will be rolled up an overwhelming majority in favor of relegating to the background many excellent gentlemen who hold high office in Washington today, and placing in their stead the very strongest, wisest and most powerful men that the various states can furnish.

There is a genuine demand from this whole nation today for more he-men to assist President Wilson!

Is there anything surprising in the fact that the same men who served satisfactorily in times of peace are not equal to their offices in times of great world peril, such as we have today?

On the contrary, would it not be a miracle if those same men who were called in to serve the Government in times of peace, should measure up to war standards?

They could not—and they have not!

The most dangerous tendencies at work in this nation today, are those which seek to stifle honest and earnest criticism, aimed at the betterment of the public service, and the successful handling of the war. The idea that horses should not be changed in mid-stream is madness.

The history of England and France since the war started teaches us that personal considerations should be thrown aside regardless in times like these, and the welfare of the nation be given undivided consideration. The best men that we can find should be placed in the positions of greatest importance. Any doubt of such necessity is weak-mindedness that ill becomes a nation in times of war.

There Is No Time for the Theorists.

It is no time for dreamers. It is a time when brain and brawn must go hand in hand; we want men with bowels in Washington today. We need the finest, strongest, most typical Americans, who will inject typical American energy and fire and enthusiasm, and practicability and genius, into our efforts to overthrow the power of the beast.

That virility which is supposed to be a predominant part of the average American make-up, is absolutely lacking in various of our leading public servants. The same objection that the two-fisted rookie feels to going into battle under the leadership of a weak-kneed sissy for an officer, is being experienced today by a majority of the population of this country against leaving vital Government departments in the hands of men who do not measure up to standards of leadership in times of world peril.

If we had not wonderful material in this land for improving the situation, it would be different. But we have the material in plenty; we have the need for such material; we have a popular demand for more intelligent aggressiveness than is being manifested in our war-making efforts.

There is such a thing as not being tough enough to do a certain job. Whipping Germany is a tough job. It should be entrusted to the strongest and most aggressive hands, and the most virile brains that the nation affords.

Boy—Page some he-men, and tell them “Uncle Sam needs them”—Western Lumberman.

WOMEN AND ELECTRICITY

When a woman is sulky and will not speak—Exciter.

If she gets too excited—Controller.

If she talks too long—Interrupter.

If her way of thinking is not yours—Converter.

If she is willing to come half way—Meter.

If she wants to go further—Conductor.

If she would go still further—Dispatcher.

If she would be an angel—Transformer.

If she wants chocolates—Feeder.

If she sings wrong—Tuner.

If she is in the country—Telegrapher.

If her dress unhooks—Connector.

If she eats too much—Reducer.

If she is wrong—Rectifier.

If she is cold to you—Heater.

If she gossips too much—Regulator.

If she fumes and sputters—Insulator.

If she becomes up—Reverser.

—Electrical Experimenter.



J. R. GAMBLE
President



M. D. HUSSIE
Vice-President



M. L. COREY
Secretary



H. P. SHEETS
Assistant Secretary

Four officials of the National Retail Hardware Association, who extend an especially warm welcome to the delegates at their National Convention, to be held at Cedar Point, Ohio, on Lake Erie, June 17 to 21.



HAMP WILLIAMS



E. E. MITCHELL



W. P. LEWIS



C. T. WOODWARD

Four more prominent hardware men, who take an active part in the welfare of the National Retail Hardware Association, who have done splendid work in their own state organizations.

ETIQUETTE OF THE FLAG

By Major John B. Jeffery

1. When the "Star-Spangled Banner," recognized by our army and navy as the national air, is played or sung, all should arise, stand still until the ending, all the while facing the musicians or those singing.

2. The flag should not be hoisted or displayed outdoors before sunrise or allowed to remain out after sunset.

3. When the flag is raised at ceremonies all present should stand at attention and salute with the right hand raised to forehead over right eye.

4. When the flag is passing on parade or review the spectator, whether man or boy, should uncover and stand, or if sitting, should arise and uncover.

5. It is an unwritten law in the navy that the flag is never to be washed, as it is always to be considered immaculate. The flag should never be allowed to trail or lie on the ground or be left out overnight or be displayed in stormy weather.

6. When any other flag is displayed with our national flag, Old Glory must always be on the right or above. The only exception is the church flag of our navy. This flag on a naval

vessel is hoisted above Old Glory only when divine service is going on, and it typifies God above country.

7. When used for mourning on a staff or pole, the flag should be hoisted to top mast for a moment, then lowered to the position of half-mast; and at sunset the flag should be hoisted to the top and then lowered. If used on a bier or coffin, the stars should be at the head.

8. Old Glory may be displayed outdoors any fine day, not necessarily a holiday. The flag should never be used as a cover for a desk, box or table, where anything can be placed on it. The only object that can, with propriety, be laid on Old Glory, is the Bible, thus signifying the submission of the nation the flag represents to God.

9. The flag should never be placed below a person sitting, always above. It is questionable even if it is proper to wave Old Glory to salute any one, but instead the flag is always to receive the salute. On shore the flag is never dipped.

10. The flag should never be placed upside down. This is recognized as a signal of distress and must never be made use of except in case of extreme danger.

11. Love Old Glory, our nation's flag, so



NATHAN ROBERTS



ARTHUR J. SCOTT



A. R. SALE



H. O. ROBERTS

Another group of state secretaries who have done excellent work for the interest of the retail merchants of their respective states who are actuated by a sincere desire to serve their constituency.



D. FLETCHER BARBER



CHARLES IRELAND



L. C. ABBOTT



H. F. KRUEGER

It must be a satisfaction to these men to see how the various associations have grown and prospered.

dearly that you, under all circumstances, will help those in authority to uphold the honor of our flag and the Republic it represents.

12. Old Glory should be in every home and preserved and cared for like the photograph of a dear parent and placed after using it in a safe place, with reverence; and when old should be placed in a glass case or vase.

13. A recognized salute to the flag, one that should be encouraged throughout the land, is when at attention the following words be spoken: "I pledge my allegiance to the republic for which it stands; one nation indivisible, with liberty and justice to all."

YOU CAN TRY THIS

A physician whose list of slow pays was becoming formidably long appended this note to his monthly statement: "You owe me \$10—I owe you a receipt. Let's swap."

The offer to trade was almost invariably accepted by his patients, the physician says.

WHICH SHALL IT BE?

| | |
|-----------------|----------|
| Sat-a-day | 6-15-18 |
| Saturday | \$615-18 |

Be bigger than your troubles.

FALSE THRIFT

There is a lot of difference between thrift and parsimony. Conservation does not mean patched clothes, niggardliness in diet and curtailment of all expenditures to the absolutely indispensable necessities.

Thrift is essential, but not in the personal, penny-pinching way that many persons mistake for thrift. In war times, as always, we need amusement, the broadening that comes with educational advantages, and some things that, because they are not necessary to life, are commonly called luxuries.

Real conservation lies in the way of elimination of waste, the correction of uneconomic habits and a thorough investigation of costs.

It is not so much doing without things we have been accustomed to having that counts, as it is living so efficiently that we will not have to do without them.

False thrift—a mere curtailing of expenditures—saves nothing in the end. It merely disturbs the producing and distributing industries of the country at a time when they are, at best, passing through an unprecedented crisis.

Postponed expenditures usually cost more in the end. Living efficiently, cutting down waste, saving what was formerly spent without a fair return—that is real thrift.—Dupont Magazine.



L. D. NISH



P. J. JACOBS



C. N. BARNES



JAS. B. CARSON

Four more energetic state secretaries, who do valuable work for the interest of their respective organizations.



GROVER T. OWENS



WALTER HARLAN



J. M. STONE



T. W. DIXON

Four Dixie secretaries, who are just as energetic and progressive business men as you would meet anywhere and who are doing good work in organizing the merchants in their respective states.

IF YOU ARE LIABLE UNDER A WORKMEN'S COMPENSATION LAW, THESE CASES WILL INTEREST YOU

(Copyright by Elton J. Buckley)

Workmen's compensation laws have now been so generally passed throughout the States—all states, or very nearly all now, have such laws—that interesting and important cases decided under them are beginning to appear quite frequently in the reports. In fact, workmen's compensation cases are beginning to form a little body of law of their own, most vital to every business man interested in workmen's compensation, as practically every business man is if he lives in a state having such an act. For that reason I intend to devote an occasional one of these articles to reporting some of the cases under workmen's compensation which would bear most directly upon the situation of the readers of this series.

Readers hereof are doubtless familiar with the theory of workmen's compensation: It is that when an employee meets with an accident arising out of and in connection with his employment, he must be taken care of as a public duty, regardless of whether it was his employer's fault or his own fault, or the fault of neither. Such laws have thrown upon all employers a new and heavy burden, because they

have made them financially responsible for conditions that they are not in the least to blame for, and for which very often the victim alone is to blame. Before workmen's compensation laws were passed these cases stood on their merits, and if an employer was not to blame for them (or even if he was to blame, if the employee was also to blame) he was not obliged to stand the loss.

The main principle in workmen's compensation cases is did the accident arise out of and in connection with the employment? If it did, the employer is responsible, if it did not, he is not. In an effort to protect employees the courts have gone pretty far under this principle. I think the most remarkable case I have seen concerned an employee who, in connection with his work, slept one night in his employer's house. During the night a little piece of something dropped from the ceiling into his mouth, was breathed into his windpipe, he had a violent fit of choking and burst a blood vessel. He claimed half his wages under workmen's compensation and got them, the court deciding that this was an accident arising out of and in connection with his employment.

Another case seems to me to be even more remarkable in some respects. An employee who had some oily clothes on, knocked off his work



FRED GRIEBENOW



F. X. BECHERER



G. A. PAULY



F. C. THORPE

Another group of association men whose work for their respective associations is characteristic of their thoroughness in business matters.



E. BARROTT



H. C. PARKER



S. S. REED



J. D. PIERCE

Four prominent retail merchants from four different states, who are always ready to serve their associations in any way.

a minute to smoke. When he lit a match for this purpose his oily clothes caught fire and he was severely burned. When he claimed under workmen's compensation, his employer said, "No, smoking is not your work at all. The accident came from lighting a match to smoke, and did not arise out of or in connection with your employment." Certainly that seems sound, but the Pennsylvania Appeal Court gave him half his wages, deciding that he was technically working for his employer when the thing happened.

Here are brief summaries of some other interesting cases that might happen to almost any reader hereof:

1. An employee, when leaving his employer's place of business one day, slipped on the stairway, made a misstep, lost his balance, fell and was hurt. He was through his day's work, but the court held that the accident arose out of and in connection with his employment.

2. A clerk going on an errand for his employer climbed on a wagon, so as to get to his destination more quickly. He fell off and was hurt, but here the court said the accident did not arise out of or in connection with the business. If he had fallen while walking, the decision would doubtless have been otherwise.

3. A merchant hired a painter to paint his store, not by the day, but for a lump sum. The

painter hired a man to help him, and while this man was working on the job he fell and was hurt. Though not employed by the merchant at all, he tried to collect workmen's compensation money from the merchant on the ingenious theory that the painter was the merchant's agent for the hiring of himself and, therefore, he was really the merchant's employee after all. The court decided against this.

4. An employee worked part of the time in one building and part in another, going from one to the other as necessity required. While doing this one day he slipped on the ice and fell. The court held that this accident arose out of and in connection with the employment.

5. A salesman for a wholesale house went to a town in the course of his rounds, and while going to a hotel, before he had even started in to work, slipped and fell. He claimed workmen's compensation, and the court upheld him, saying that in a sense he was working for his employer when the accident happened.

6. In a wholesale house one day two employees were skylarking. One threw a heavy object at another, and the latter, in an effort to catch it, broke his arm. Here the court held that the accident did not arise out of the employment.

7. An employee while at work one day, had a fit, fell down and was hurt. He claimed com-



E. K. EVENS



IRVING VAN VORIS



J. M. CAMPBELL



C. S. ROBERTSON

Who represent the extreme portions of the country in association work, and who can always be depended upon to do with their might whatever their hands find to do.



E. M. HEALEY



OTTO SOUGSTAD



C. H. ROBINSON



W. J. DEERING

Four more prominent retail hardware men and association workers.

pensation, but was denied it. The court said this was not an accident at all.

8. Here is a peculiar case. An employee whose work took him outdoors some of the time, had a sunstroke and died. Claims for compensation was resisted on the ground that this was not an accident arising out of and in connection with his employment. The court, however, finally decided that it was.

In all these cases the court's main object is to protect the employee, and they will go the limit to do that, it seems. A principle which runs through all of them is that an employee will not be denied compensation merely because his accident was caused by mismanagement of his job, unless that mismanagement was so gross as to amount to wilful misconduct.

CHEERING SOME ONE ON

Don't you mind about the triumphs,

Don't you worry after fame:

Don't you grieve about succeeding.

Let the future guard your name.

All the best in life's the simplest,

Love will last when wealth is gone;

Just be glad that you are living.

And keep cheering some one on.

Let your neighbors have the blossoms,

Let your comrades wear the crown;

Never mind the little setbacks

Nor the blows that knock you down.

You'll be there when they're forgotten,

You'll be glad with youth and dawn,

If you just forget your troubles

And keep cheering some one on.

There's a lot of sorrow around you,

Lots of lonesomeness and tears:

Lots of heartaches and of worry

Through the shadows of the years,

And the world needs more than triumphs;

More than all the swords we've drawn,

It is hungering for the fellow

Who keeps cheering others on.

Let the wind around you whistle,

And the storms around you play:

You'll be here with brawn and gristle

When the conquerors decay.

You'll be here in memories sweetened

In the souls you've saved from pawn,

If you put aside the victories

And keep cheering some one on.

The allies are your pals in the world war.

Recent Marketing Developments

Some Things Worth While for Merchants to Think About

(By George H. Eberhard)

MOST retail hardware advertising is uninteresting, because it is aimed at nobody and hits nobody.

Everybody knows what soap is for, yet the Ivory Soap Manufacturers, who get out some of the best advertisements, illustrate specific uses for their soap, instead of merely emphasizing the name "Ivory."

Point Out Each Group in Your Community

The hardware man should talk to a particular group or class in his neighborhood or community about what he has that will interest them.

Point at each class with your ads. Don't advertise nails—but the different kinds of nails—nails for carpenters, farmers, poultrymen or fruit growers—talking to each group about what you have for their use and how to use them.

The profit of a retail hardware store comes through the clerks' hands and anything that will go to increase their knowledge of the customers' problems and the real uses and purposes of the articles the store sells, will build permanent trade.

Why You Lose Profit

Recent investigations indicate that some of the profit that should come through the clerks is lost for the following reasons: Indifference of sales people is the cause of approximately 25 per cent of lost sales; lack of tact, ignorance and over insistence of sales people causes approximately 15 per cent of the lost sales; attempts at substitution, errors and poor store management is responsible for the loss of the balance.

Be a Host to Your Customers

The value of proper conveniences provided for out-of-town trade—the fact that it is not fair to let the local hotel, depot, saloon or candy store furnish the rest room and conveniences for the out-of-town trade—that it pays to be a host to your customers.

I have directly in mind the fact that all agencies seem to encourage, and some of the larger governmental organizations are fostering the direct buying from producer to consumer, without realization, apparently, that this sort of thing will work the potential ruin of legitimate retail traders in most lines.

My organization is convinced that the investigation of W. H. Ingersoll is correct, and that there will not be any more economical method of distributing the general run of farm and manufactured products than from the pro-



No one connected with the trade has made a closer study of salesmanship in all its phases than Mr. Eberhard.

ducer to the wholesaler, the wholesaler to the retailer, the retailer to the consumer. He is completely satisfied that there is not, and will not be, any other type of retail establishment so economical and efficient as the moderate sized independent, specialized retailer. After exhaustive study the conclusion is reached that the ordinary retail store is found to distribute goods on a smaller ratio of operative expenses than the department store or the chain store.

And when the transportation and service are taken into consideration, the same applies to the mail order house. The greatest reason that these large retail institutions can stay in business in competition with the small, independent specialized merchant, is that they secure lower prices on account of quantity purchase, and it did not appear that they earn the lower prices, which they receive. To quote directly from a talk by W. O. Ingersoll recently delivered before a retailers' convention in St. Louis:

"But let us return to the question of why the distrust of the retail merchant. I know that you all stand well individually in your communities, and that you have friends and customers who believe in you and trade with you; yet it cannot be gainsaid that there is deep skepticism, both as to the disposition and capability of the retailer. The repeated doubts ex-

pressed in the public prints cannot fail to leave their impress on the readers' minds. And the effect is shown in part by the rapid and continuous growth and expansion of the mail order houses, the department stores, and chain stores. It cannot be denied that the people are turning to them in large numbers, having faith in their large scale operations to effect savings.

"It is a matter of concern, for example, to manufacturers to be confronted with the inroads which these large retail institutions are making upon the market. Their selling policies must be adjusted to the conditions in the field, and the demands upon them for greater discounts from the prices which you pay are more insistent year by year.

"Again, if you went before the committee of congress, for example, to argue in behalf of the Stevens bill, which would permit the maintenance of standardized prices on standard products, you would see with what skepticism our public men view the smaller merchants.

"It is not sufficient for us to take an attitude of indifference. It would be the greatest mistake to take Commodore Vanderbilt's 'the public be damned' attitude. Even our greatest monopolies, such as the Pullman Company, our public service electric and gas companies, our street car companies and our railroads have found that it doesn't pay to ignore the public sentiment. The great corporations kept silent for years under criticism and the public thought there was no answer.

"It seems to me, therefore, that there are two or three main reasons for the misunderstanding existing between the public and the retail merchant. To commence with, the business, the difficulties, the functions, the duties, and problems of the merchant are not appreciated by the public. In the second place, there are scamps among retailers—fakirs, jugglers, price cutters.

"In the third place, there is no adequate leadership in the retail ranks. In saying this, there is not even by inference any reflection upon the able, unselfish, liberal efforts put forth by the officials of your organization. Rather, I refer to the retailers in all lines of business and to the fact that there is no federation in this country of retail trade associations, to watch out for the interests of the retail merchant generally and to represent him in our halls at legislation, and at public gatherings, and to speak for him wherever he is misunderstood.

Politicians Give Attention to Organization.

"Just think a moment of what solicitude is shown for the farmer, and for the laborer in this country. It is because of organization and voting power. The farmers of this country have been vastly helped by the government—agricultural stations, agricultural schools, free seed, and other helps are extended to them, and properly so. The laborer is protected by laws governing hours of labor and rates of pay, and in many other respects.

Our manufacturers are assisted by protective tariffs and by help from the Department of Commerce in scouring export markets for trade opportunities.

But who has ever heard of the government making a study of retail distributions for the purpose of helping the retailer, or of establishing schools for merchants, or sending them 'seed' of any sort? It is because the retail merchant has not seen to it that he was organized and represented. He has stayed at home while others went out and looked after their own interests. I believe that the welfare of the manufacturer and the public, as well as the retailer himself, depends upon stronger and more strongly supported trade associations among the retail merchants. Unfair competition cannot be curbed until the merchants who know what these things are speak in no uncertain voice, demanding their abolition. We are going to suffer from unfair price cutting, from exaggerated advertising, from the fake auctioneer,

the traveling peddler, and all the other ills that beset us, until we get together and reach an understanding of what is right and what is wrong; reject from our organizations as members those who will not conform to the right, and insist upon legislation and its enforcement for purging business practices."

The moral of all this is, not only strengthen your organization and work with it, as suggested, but use intelligent publicity and paid advertising, by providing a fund, through the retail trade organizations. Show the public at large that you have a clear, clean warrant for your existence, and that you serve them most economically.

One other thought that I would like to leave with you, and that is, prepare your business so that the end of the war will not come as a shock to you, don't let the rebuilding and rehabilitation of Europe confuse your thoughts. The very financial stress of the European nations will compel those nations to rehabilitate themselves in every possible way, and to sell us everything they can.

If you don't watch your inventory, so that when prices drop, the shock won't cripple you. the end of the war will be remembered a long time by your bank balance. Buy and sell freely of the goods that turn quickly—standard, staple, advertised lines, but buy just reasonable stocks and turn them quickly. Quick turnovers on every possible item should be the rule, then you can't get caught with a surplus stock on hand. The time to watch your inventory is now.

My own conclusion as to the situation that will prevail following the assurance of peace—assuming, of course, victory for the United States and her Allies—will be a brief period of mental exhilaration, affecting largely the attitude of mind of the people, so far as it relates to their human sympathies—a feeling of relief—of optimism.

The general disposition will be to view business with more or less uncertainty, and this uncertainty will probably accelerate the forming of unfavorable opinions as to the force of the "shock" to business resulting from the discontinuing of active war expenditures. This will undoubtedly cause a feeling of "hesitancy" on a number of the large and small trade. There will be a feeling that "it is best to wait and see," and this in itself will react by causing the very condition of slow business that most everyone instinctively realizes will occur, even though they all desire good business after the war is over.

There will be a great slowing down in almost every line of business, except the few specifically benefited by peace, and even these will be obliged to withstand the downward trend of prices in the leading commodities.

Of course, if peace is long delayed, conditions might even be more unfavorable and the

period necessary before there is a recovery will be that much more extended.

It is far better to over estimate the seriousness of the situation and prepare for it, than it is to view it optimistically and find that you are not prepared.

If the majority of individuals and merchants are prepared for the worst, this in itself will prevent the worst from happening, in the interval following the declaration of peace.

VARIOUS LIBERTY BOND ISSUES

There are at present issued and outstanding four issues of Liberty Bonds, and soon there will be six issues. They are as follows:

1. The original bonds of the First Liberty Loan; these bear $3\frac{1}{2}$ per cent interest and mature June 15, 1947, but are redeemable at the Government's option on or after June 15, 1932. They have a conversion privilege.

2. The original bonds of the Second Liberty Loan; they bear 4 per cent interest and mature November 15, 1942, but are redeemable at the Government's option on or after November 15, 1927. They have a conversion privilege.

3. Bonds of the second issue which have been obtained by the conversion of bonds of the first issue into bonds of the second; they bear 4 per cent interest and mature June 15, 1947, but are redeemable by the Government on or after June 15, 1932. They have a conversion privilege.

4. The original bonds of the Third Liberty Loan; they bear $4\frac{1}{4}$ per cent interest and mature September 15, 1928, and are not redeemable until maturity. They have no conversion privilege.

The other two issues which will soon be outstanding will be $4\frac{1}{4}$ per cent bonds obtained by the conversion of bonds of the first issue, and $4\frac{1}{4}$ per cent bonds obtained by conversion of bonds of the second issue, into bonds of the Third Liberty Loan. They will have no conversion privilege.

WITHOUT SHIPS WE CANNOT WIN THE WAR

The building up of vast armies, the manufacture of mountains of munitions, the saving of food for our own soldiers and those of our allies are of no avail unless we have ships to transport our men, our munitions, and our food to France—an unbroken "bridge of ships."

Nearly 12,000,000 tons of Allied shipping have been lost since the beginning of the war. Only 6,606,275 tons of new ships have been built to offset these losses. Even with the addition of over two and one-half million tons of enemy shipping to the Allied resources, we are still 2,632,297 tons short of the ships the Allies had in 1914.

These 2,632,297 tons of shipping would maintain an army of hundreds of thousands in France.

Try our varnish stains for floors,
In Walnut, Oak or Cherry,
Or any paint you think you need
Will make us just as merry.
One of the many rhymes seen in
the window of

Douglas Brothers Hardware Store
On Jerome Avenue

March is the month of variable
weather,
Dark and cold days, with rain and
sleet;
Hope and good courage, put them to-
gether,
And with an Oil Heater makes com-
fort complete.

Douglas Brothers Hardware Store
On Jerome Avenue

Swat the fly! Swat the fly!
It is all the rage;
If you do not use a swatter,
Catch him in a cage.
We have both of these for you. And
the sticky paper, too.

Douglas Brothers Hardware Store
On Jerome Avenue

Advertising Rhymes

FOR

Hardware and House Furnishing Merchants

Made to Order to Suit Your Business
In Ordinary Sign Lettering

8 SIGN CARDS, 7x11, MAILED TO THE
TRADE FOR ONLY \$1.25

It Pays Others—Also Will Pay You
Send Me a Trial Order

H. S. GEER

1904 Jerome Avenue, Bronx Co. - New York

Security on every key,
When using locks of Yale,
Is certainly a guarantee
For you on every sale.

Douglas Brothers Hardware Store
On Jerome Avenue

To keep your chickens safe from harm
In your backyard or little farm,
My poultry netting made for you
In one-inch mesh and also two.

Douglas Brothers Hardware Store
On Jerome Avenue

Why not, good people, rubber neck
This window when you pass,
And make a note of everything
Behind this pane of glass.

Douglas Brothers Hardware Store
On Jerome Avenue

A padlock and a safety hasp,
A bolt or hook and eye;
Or, better still, a chain fast—
On all you can rely.

Douglas Brothers Hardware Store
On Jerome Avenue

You now should take your winter gar-
ments
And give them all a thorough beat-
ing,
Because the pesky little varmints
Will soon begin their summer eating.

Douglas Brothers Hardware Store
On Jerome Avenue

WHO IS RESPONSIBLE WHEN YOU STORE GOODS AND SOMETHING HAPPENS TO THEM

(Copyright by Elton J. Buckley.)

The question raised by the following letter is this: When you store merchandise in a warehouse, or in somebody else's building, and it is lost, destroyed or damaged, is the warehouse responsible?

Cincinnati, Ohio.

Kindly give us information on this question, which we are now facing in our business here. Several months ago we had a chance to buy certain goods at a favorable price, and we stocked up pretty fully with them, and had them shipped, as that was a condition of the contract. Having not enough room in our own building, we stored some in a neighbor's third floor, which he lets out as a storage warehouse occasionally. About two weeks ago a fire occurred in the building where the goods were stored, and they were badly damaged by both fire and water. Not being on our own premises, they are not covered by our stock insurance, and unless we can hold the owner of the burned building responsible, the loss, which will be heavy, will fall on us. It does not seem as if we should have to stand it. The owner of the burned building carried insurance, but it does not cover our goods and he refuses to do anything. Please consider our case, and see if you can find some way in which we can collect from the owner of the burned building.

E. O. N. & Son.

I cannot say anything reassuring to this correspondent, for the law of warehouseman is too well established. There is only one chance that he can hold the owner of the building where his goods were stored responsible for his damage. If he can show that the fire was caused by the negligence of the owner of the building or some employe or agent of his, he can collect. Or if he was led to use the building by some such statement as this by the owner—that the building was fireproof, when it was not, he can collect. But if nothing of this sort is in the case, he will have to stand the loss himself.

The law has gone pretty far to protect a warehouseman, or person who takes another person's property on storage. No matter what happens to the goods—be they burned, or damaged by leakage, or rats or what not, or lost or stolen, the warehouseman is not responsible unless it can be shown that the loss came about through his carelessness. This seems fair in the case of a fire, which is mostly an unavoidable accident, but not quite so fair in the case of theft, which can usually be prevented. But as I said, if the owner of the goods can show that the warehouseman should have prevented the theft, but did not, he can hold him responsible.

This is from a leading case:

A warehouseman is not responsible for goods destroyed by fire, not due to his negligence or that of his agents in the course of their employment, where due diligence has been exercised for their safety. In order to hold the warehouseman responsible, the owner of the goods must show negligence by the warehouseman or his agents.

The same rule is laid down in other cases as to damage by leakage, rats and where goods are lost or stolen. Did this happen through the carelessness of the owner of the storage building—is the question in every case.

What would be negligence? I will cite two cases one showing what is not negligence and the other showing what is. In the first case a fire broke out near a place where A had stored some goods. A became alarmed and asked B, the owner of the storage building, to let him get in and remove his goods. B refused, on the ground that opening the door of the building would expose the contents to sparks and thieves, and also in the belief that the fire would be shortly put out. This belief was wrong, B's building caught fire and A's goods were destroyed. It was held that B was not responsible.

In the second case, a fire was also raging near a warehouse. Half an hour before the warehouse caught it was apparent that it was going to catch, it was highly inflammable and there was a high wind. The owner of the building did nothing, though if he had, he could probably have saved much of the contents of the building. It was held that he was guilty of negligence and was responsible to the owners of the burned goods.

Everything said above applies equally to the warehouse company, which does a regular storage warehouse business, and to the man with some space in his third floor that he doesn't use, and lets out to neighbors. But the regular warehouse companies, having been made wise by many law suits, will usually restrict their liability by making owners of stored goods sign contracts. It is well settled that a warehouseman can restrict his liability for loss to goods stored with him, within certain limitations. He cannot limit his liability against loss or damage resulting from his own lack of good faith, or fraud. Nor can he limit his liability in cases of gross negligence. But in everything else he can tie you up so that you can collect little or nothing from him in case anything happens to the goods. Sometimes warehousemen overreach themselves in these contracts. In one case a warehouse company thought it would eliminate all of its liability in one sentence, and it used a receipt which provided that the goods were "held at owner's sole risk." The court, however, said that this did not exempt the company from the necessity of taking due care. And the same decision was rendered in another case involving a warehouse contract which recited that the goods were held "at owner's risk of fire, loss or injury to warehouse."

Fourteen months since the declaration of war, the U. S. Steel Corporation have been asked to erect a plant to build ships. Would that they had begun 14 months before the war.

THIS CARLOAD OF
Diamond Tires
FOR ARCHER & WIGGINS CO. PORTLAND

Receipt of carload shipment of
Diamond Tires and Tubes by
Archer & Wiggins,
Portland, Ore.



W. S. S.

A purchased Thrift
Stamp is a Soldier's
Life Insurance
Policy.

On sale at all
Diamond District
Offices

MOTOR cars must carry more
"ton-miles" this year than
ever before.

The railroads have more than they
can handle. Interurbans can't take
up all the slack.

We're face to face with the biggest
transportation year the automobile
industry has ever seen.

Scores of far-seeing hardware mer-
chants, anticipating the demand for
"practical," low-cost tires that deliver
big in mileage, ordered Diamonds by
the carload.

Now they are reaping a rich harvest. Car-
owners, urged by the necessity of the times,
insist on Diamond mileage for their money.

You ought to be getting your share. Ask
your Hardware Jobber for the Diamond
proposition, or write us.

The Diamond Rubber Co.

(Incorporated)

AKRON, OHIO

Diamond
SQUEEGEE TREAD TIRES

America's Farthermost Hardware Store

Most Northern and Western hardware establishment in the world, at Nome, Alaska. Famous as the home of the Allan-Darling Dogs, now doing wonderful work in assisting our Allies. Nome is a summer resort, where residents of Siberia "run over" for the "week-end." Mrs. Darling devoting her time to patriotic work.

IN PREVIOUS ISSUES of the **HARDWARE WORLD** we have shown the most Eastern and Southern hardware stores in the United States possessions. Now our readers may note in one and the same establishment the most Northern and farthest Western store on the American continent.

Get out your geography and verify this. Nome, Alaska, is west of Honolulu, and is as far west of Seattle or San Francisco and is as great a distance as Eastport, Maine, is east. It is less than 100 miles from Siberia from which country natives often "run over" to spend their week-ends.

When Secretary Seward consummated the purchase of Alaska for \$7,000,000 he was maligned and ridiculed, and for a number of years Alaska was called "Seward's ice box."

How little we of "the States" know of Alaska—an empire one-fifth the size of the United States, whose metal and mineral resources are beyond comprehension of every-day mortals. The coal resources of Alaska are apparently boundless.

Ice Cream Freezers Not Sold Every Day.

Our printers devil interpolates that it's the

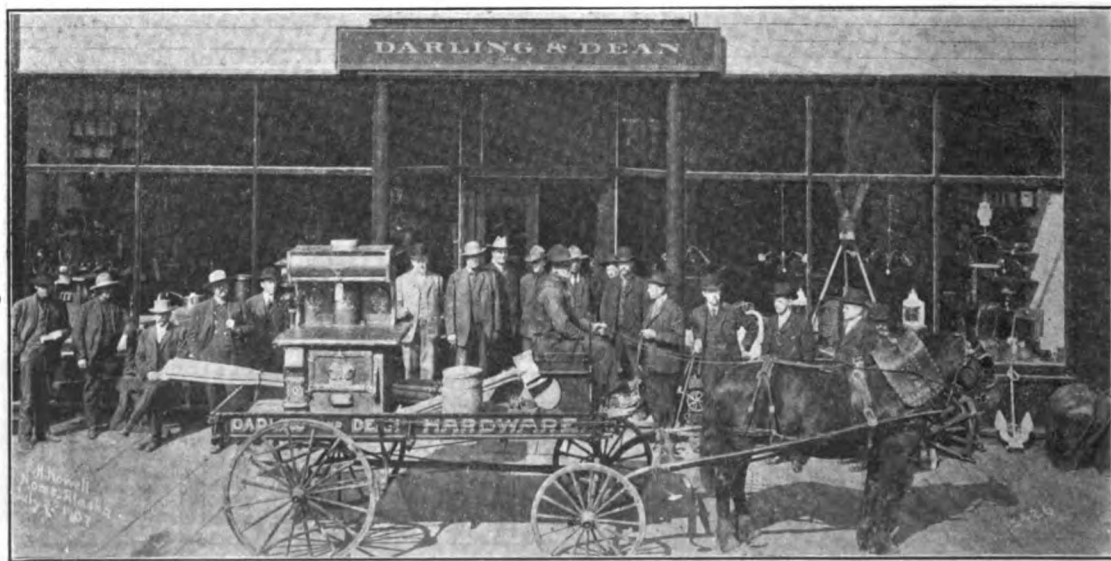
only country where refrigerators and ice cream freezers are not in large demand, but he doesn't know that in season it has one of the most temperate climates in the world.

Still if you talk about cold weather, when land and water are frozen so that your breath crackles in the stillness, you can find it in Alaska with the thermometer from 50 to 60 degrees below zero, as long as you care to stand it.

But if you want mild, balmy weather, when children can go barefooted in the brooks and when the land looks as if a fairy had waved her magic wand over its gay-colored field. Alaska can satisfy you; and there are portions of it, too, where you can get as good a baking heat as you would find in the tropics.

It was to such a country as this, that eighteen years ago C. E. Darling, then with a Western paint house, decided to go and take a supply of fire-proof paint for fire-proofing the miners' tents. Once there, he decided to engage in the hardware business.

Mr. Dean retired some time ago, but Mr. Darling with "Scotty" Allan still continues the Darling & Dean business, carrying \$150,000



Ordinarily carrying \$150,000 stock, Darling & Dean Hardware Co., of Nome, Alaska, naturally have done an excellent business.

The **HARDWARE WORLD** regularly visits each month this most northern and farthest western hardware store.



C. E. Darling, as he appears on a morning when "land and water are frozen so your breath crackles in the stillness." While operating the farthestmost hardware store on the American Continent, he is also proud to be the husband of Mrs. Darling.

stock of hardware, ship chandlery, roofing, dredgers supplies, mining and mill supplies.

If a hardware merchant in the "states" thinks he is doing business under difficulties, how would he like to be located in a place where he can only ship in goods for one hundred days during the year. Even under the most favorable conditions the shipping season lasts from June to October.



Mrs. Esther Birdsall Darling, one of the owners of the famed Allan Darling dog teams, which are now doing such wonderful work in helping our Allies in France.

Both by spoken and written word she has been assisting in patriotic work. Her latest book, "Baldy of Nome," has a wide sale.

As one instance of the stock carried, when Stefansson, the Arctic explorer, was outfitting for his Polar expeditions, he purchased \$21,000 worth of hardware from Darling & Dean in ten days. This was three years' supply for three ships.

Other Arctic explorers have also been outfitted by them.



The sled dogs of the Stefansson Canadian Arctic Expedition. These dogs formerly carried the mail to Nome, Alaska. Twenty thousand dollars worth of hardware to outfit three Stefansson ships for three years was purchased. Mr. Darling is shown standing at the right of the doorway, and a little further to the right is seen Stefansson, who will be identified wearing a derby hat. Between the two in the front is "Scotty" Allan holding some dogs.

Mr. Darling first went to Nome to spend one summer. Sticking it out for eighteen years is a pretty good index of his "stick-to-it-iveness," but Mr. Darling comes of a good Irish family, Dublin being the place of his nativity—Dublin the home of Sinn Feiners, or "fine-sinners" who have been so much before the public as not liking the word "conscription."

But that is a different story and Mr. Darling does not sympathize with them in injecting into the present world conflict a religious problem which has no part in it.

During the winter when there is no opportunity of leaving except by dog team, it might be called the "land of tomorrow." You know when you don't see a man today you can see him next day or next week, so there is no occasion to worry. When thus ice bound you have a splendid opportunity to "discover your own peculiarities."

Another Claim to Distinction.

But operating the farthest North and most Western hardware store is not the only claim for recognition which Mr. Darling admits. Rather it is he is fortunate in being the husband of Mrs. Esther Birdsall Darling. His business requiring most of his attention, he gave to her his interests in the Allan-Darling Alaskan dog team.

We can only briefly refer to a few things, but if you want to hear someone put the "human touch" and tell the story of the wonderful work of Alaskan dogs, Mrs. Darling can give you a vivid and true picture. Her addresses and lectures are most interesting.

Someone has said, "money can buy everything except the wag of a dog's tail." He instinctively knows who is his friend. Mrs. Dar-

ling has been the friend of many wonderful Alaskan dogs.

Anyone who has had a dog of his own, knows the almost human intelligence they possess, and Lieutenant Rene Haas, of the French Army, who was sent 10,000 miles to Alaska by the French Government to purchase the Allan-Darling dogs, said they seemed to have a "college education."

When transporting the dogs across the ocean a difficulty that was expected hard to overcome, would be to keep them quiet, especially when nearing the other side, but by talking to them, just as you would to "people" no trouble was experienced.

The only terms used in training Alaskan dogs are "Gee" and "Haw" which, of course, are understood by everyone, and a word that sounds like "Mush," a contraction of the French word *Marchon*, taken from the famous French song *Marseilles*, and meaning to "go forward."

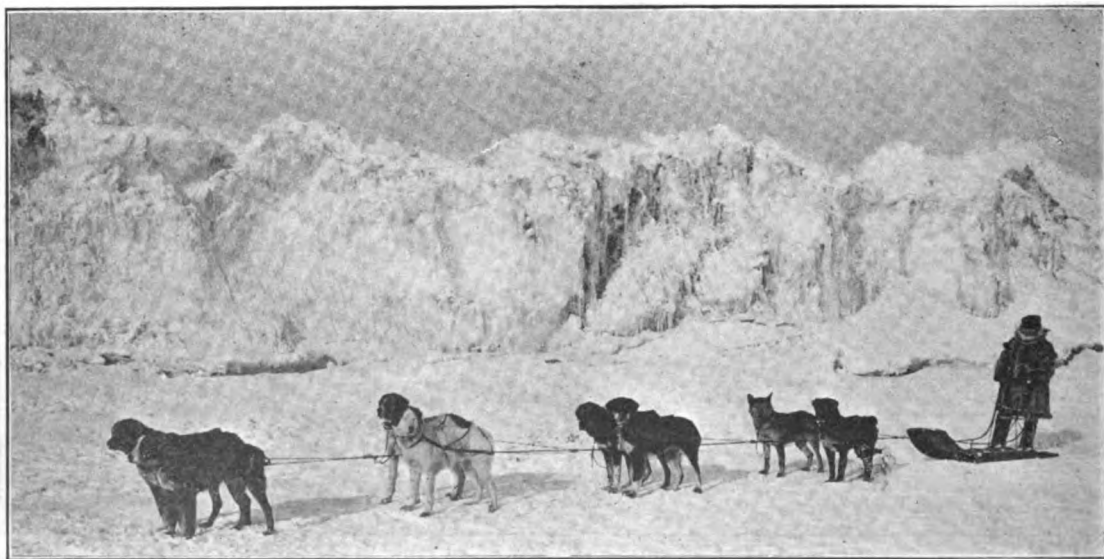
Ten Thousand Dogs Now Serving the Allies.

It will be surprising to most of our readers to know that in France 10,000 dogs are now serving the cause of the Allies.

The start was first made by securing 450 Alaskan dogs and shipping them to France, and their number has been increased and other dogs have been purchased, so valuable have the first proved.

In fact, Mrs. Darling has the *Croix de Guerre* awarded to her dog team in recognition of relief and rescue work which they have accomplished.

The work the dogs are doing as carriers or sled dogs, pulling ambulances, doing Red Cross relief work, guarding munitions and prisoners.



One of the Allan-Darling dog teams, winner of the All-Alaska Sweepstakes prize, from Nome to the Arctic Ocean and return.

Sometimes the dogs are driven with two leaders and sometimes with one.

"Scotty" Allan is shown with this team.



PASCO

Quality has created national distribution. From coast to coast, in this big country of ours, you'll find PASCO service stations, PASCO enthusiasts.

And it is just another case of ready appreciation—by dealers and buying public—of the genuine worth and the unique features of PASCO Wire Wheels.

FOR FORDS

Pleasure and Delivery Cars. Set of 5 wheels complete, in black, \$75.00.

The TANGENT METHOD of spoke-lacing, the INDESTRUCTIBLE HUE CAP, and the SAFETY LOCKING DEVICE appeal to anyone who knows the shortcomings of most wire wheels. And PASCO BEAUTY attracts instant attention.

If you wish we will gladly send descriptive literature.

FOR MAXWELLS

Pleasure and Delivery Cars. Set of 5 wheels complete, in black or white, \$100.00.

Other Standard Colors \$5.00 Extra Per Set

Dealers: Write for our interesting sales plan.

National Wire Wheel Works, Inc.

Dept. "H," Geneva, N. Y.

Western Representatives: Bailey-Drake Company
Offices: San Francisco, 149 New Montgomery Street
Seattle, L. C. Smith Building
Kansas City, 419 Rialto Building



The front dooryard of Nome in the winter on the Bering Sea, where the dogs furnish all the "motor" power for transporting provisions and supplies as well as mail.

Mr. Darling is shown standing with one foot raised near the front of the sled. "Scotty" Allan is at the rear. They are out for a real joy ride in which the kiddies join with great glee.

and serving as messengers and carriers, is probably given little thought.

They seem never to tire, and it is only death or a serious wound that can stop them.

The Alaskan dogs are a cross of the McKenzie River huskies and the bird dogs, and, with their long legs, are able to go through snow at a most rapid pace, and numerous times have saved lives of the soldiers at the outposts, which had been cut off from all hope of receiving outside help.

During a blizzard which lasted four days and four nights, in the Alps, 90 tons of ammunition and supplies were transported by dog teams.

This was done under a continuous shell fire. They got through safely because they went so rapidly and so close to the ground it was difficult to hit them.

Once when the wires had been cut a roll of telephone wire was placed on a sled, to which had been hitched a team of these dogs, one end



Sales windows are just as effective in selling hardware and household goods in the Arctic region, at Nome, Alaska, as anywhere else.

This is a millinery display made by Darling & Dean Hardware Co., which attracted much attention, all of the ladies' hats being made of articles kept regularly in stock, which the window trimmer took certain liberties in naming "Naughty" Widow, "Affinity," etc.



GILLETTE Safety Tires

A Co-operative Selling Plan that Puts Our Whole Organ- ization Behind Every Dealer.

The Gillette Distributing Plan is, in its way, as remarkable as the Gillette Tire itself.

Every Gillette Dealer is practically a member of our organization. His business, the trade he builds, is of course his own—and will remain his no matter how big or prosperous it becomes. But his selling problems are ours. We are all interested in the correct solution of those problems—for the smallest as well as the largest of our Dealers.

The Gillette Contract is short, simple, easily understood. It confers upon the Dealer certain advantages which are plainly printed and thoroughly explained.

While the Gillette Dealer has for sale a Quality Tire, with an unbroken record of extraordinary performances, he has also the assurance of splendid profits, and an increasing business that will always belong to him! We will never establish branch offices to compete with him. He is our branch office. We are all growing together, parts of the same organization, equally valuable, one to another.

This extraordinary tire and unusual distributing plan has attracted a grade of Dealers such as we wish to have—ambitious, far-seeing men, who recognize this great opportunity and possess the ability to make the most of it.

The Gillette Rubber Company

GENERAL SALES OFFICE

1834 Broadway, New York

CHICAGO OFFICE
122 MICHIGAN AVENUE

FACTORIES
EAU CLAIRE, WIS.

of the wire fastened to a tree, and they sped out on their trip, and before the work had been finished, between three hundred and four hundred miles of wire had been strung, again establishing communication between the far away sentries and stations.

In their war work the dogs are used in teams of fifteen and twenty each. The Allan-Darling Alaskan dogs have had their pictures painted and hung in the Museum of War in France in recognition of the wonderful service rendered. They have their regular camps and keepers and are an important unit.

Alaskan All-Sweepstakes Race.

While they have proven most valuable in Alaska as the only means of transportation, during the winter months some years ago, when no sport or pastime was to be had, the idea was conceived of a race from Nome to the Arctic Ocean and return, a distance of 408 miles.

Contrary to the generally accepted idea, this is a most humane sport, for the drivers must see that their teams return in a fit condition and must take excellent care of the dogs that they will be in position to win the race, and every dog must be returned. As they would not wish to haul back a dead one they take care to keep them in good condition. A team generally consists of 10 to 15 dogs.

The man who is the most careful and takes the best care of his dogs stands the best chance of winning and that is the reason why the Allan-Darling dog teams have won the race more times than all competitors put together, having been first four times and second twice.

The Allan-Darling dogs established a 74-hour record in their race to the Arctic Ocean and back.

It was this training and education that first attracted the French government to their work and which has since proved such a wonderful help in the world conflict.

Mrs. Darling did not think at the time she began devoting attention to Alaskan dogs that they would play such an important part in saving human lives, but now that they are on the battlefield, she is devoting her time, both with spoken and written word contributing to various charitable and patriotic institutions.

Her book, "Baldy of Nome," named after one of her famous dogs, has had a wide sale, and is one of the most interesting books of the year.

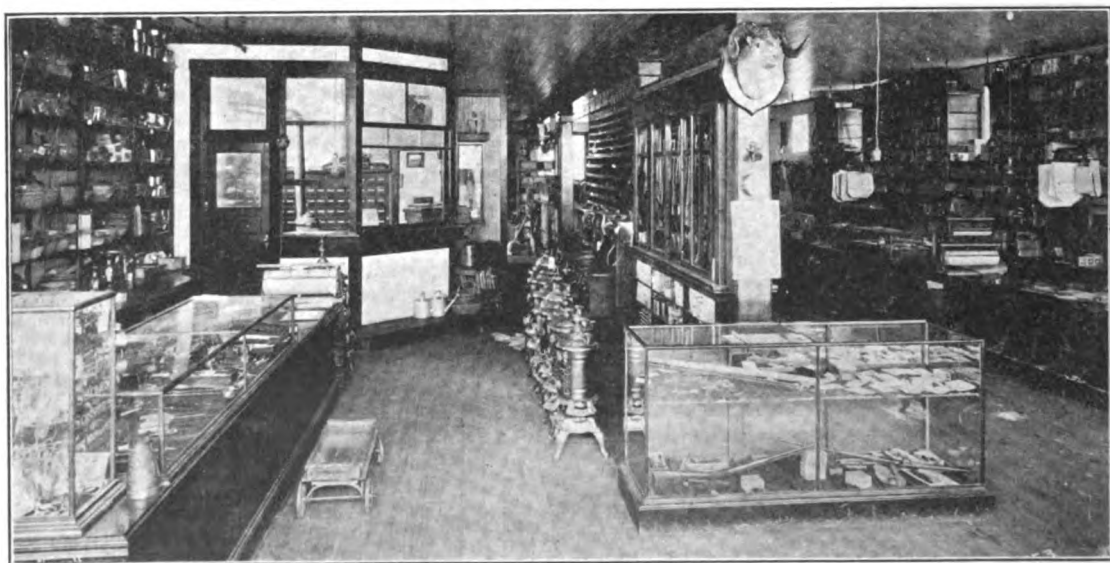
It was unbelievable to the average American, but the daily revelations of the activity of German spies and pro-German propaganda makes people believe that Roosevelt's warnings were based upon far more than any "war hysteria"—even in spite of our earlier predilections he was nearer right than any public man in the country.

ANNUAL CONVENTION OF ACCESSORY JOBBERS

The next annual convention of the National Association of Auto Accessory Jobbers will be held at the Homestead, Hot Springs, Virginia, June 10th, 11th and 12th.

Commissioner Webster has made arrangements that will insure a pleasant gathering, and it is expected the attendance will be large.

Many matters of interest to the auto accessory jobbers and manufacturers will be discussed, and the meeting will be an important one in every way.



The interior of the Darling & Dean hardware store, where the **HARDWARE WORLD** is a regular monthly visitor. This does not do justice to the store, which is 50x100 feet.

Over
5,000,000
Motorists



will read
the
Thermoid
Story



"Go to your Dealer"— "Have your brakes inspected"

THAT is the doctrine we are preaching to over 5,000,000 car and truck owners.

In each of the forty advertisements being run in the publications shown above we are urging motorists to join the "Brake Inspection Movement." We are sending him to his dealer to have his brakes inspected.

If a motorist comes to your store for brake inspection, and you find that his brakes need new brake lining, it will mean a sale for you.

Very likely he will also buy other necessary supplies and accessories besides brake lining. It may be your opportunity to make a new customer.

Thermoid superiority is proved

If you will carry a stock of Thermoid Brake Lining, you will find that the service we give our dealers is equaled by the service Thermoid gives the motorist.

Here are three reasons why Thermoid Brake Lining will give satisfactory service to your customers and thus increase your good will:

1. More material, greater service —

There is over 40% more material and 60% more labor used in the manufacture of Thermoid Hydraulic Compressed Brake Lining than in any woven brake lining.

2. Grapnalized — Thermoid Hydraulic Compressed Brake Lining is Grapnalized, an exclusive process which creates resistance to moisture, oil and gasoline.

3. Hydraulic compressed, uniform throughout — Every square inch of Thermoid is hydraulic compressed at a pressure of 2000 pounds.

Endorsed by automobile manufacturers

The engineers of fifty-one leading car manufacturers, ten of the most prominent axlemakers, all leading jobbers and thousands of dealers have selected Thermoid Brake Lining because of its dependability.

If you have not received your copy of "The Brake Inspection Movement and What It Means to Dealers," write for it today.

Our guarantee: Thermoid will make good or WE WILL.

Brake Inspection Movement

Prominent officials, leading clubs and organizations and motorists everywhere have endorsed this movement to reduce automobile accidents, by having brakes inspected before the touring season begins. Give it your support. Tie it up with your store.



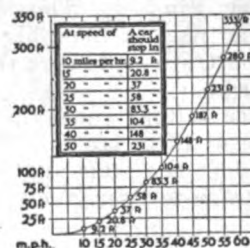
Will your car do this?

Automobile engineers have proved that when brake mechanism is right and road conditions average, any car should stop at distances and speeds given by the chart.

V^2 means the square of the velocity or speed of your car. 10.8 is the proved factor of retardation under average road conditions. This factor decreases on smooth, slippery roads to 6.7 and increases as high as 17.4 on rough, worn roads. The chart represents the average condition and other conditions can readily be figured by changing the factor within the given limits.

Remember that your brake mechanism is not "right" unless its brake lining has the ideal co-efficient of friction. The better the brake lining the quicker your stop.

Thermoid
Brake Inspection Chart



Thermoid Rubber Company

Factory and Main Offices: Trenton, N. J.

Branches:

New York Chicago San Francisco Indianapolis Detroit Los Angeles Philadelphia
Pittsburgh Boston London Paris Turin

Canadian Distributors

The Canadian Fairbanks-Morse Company, Limited, Montreal
Branches in all principal Canadian cities



Makers of "Thermoid Crolide Compound Casings" and "Thermoid Garden
C Thermoid Rubber Co., 1918

Let Your Goods Talk

ARE you giving your goods a chance to sell themselves? Are you giving them a chance to attract the attention of your customers, and tell their stories?

A prominent dealer recently remarked that his accessory department did not pay and he had decided to discontinue it. How could he expect it to pay, when he kept his goods packed away where no one could find them? He was induced to purchase a show case, and to decorate his windows. Inside of two weeks he was doing a lively business.

Your accessory stock will pay you a handsome profit, if you will give it a chance. Arrange your goods so that they can be seen by every one who comes into your place or passes your windows.

It is not unusual for a customer to discover other articles he needs while in the store, but in order to do this, he must be able to see the goods and be attracted by them.

You would not hire an expert salesman at \$50.00 a week, and then permit him to sit around your store and do nothing. Why, then, should you allow your show windows to be idle?

Your windows are salesmen who work twenty-four hours a day, and require a very small expense account. They are valuable. You pay out good money in rent for your windows. Use them. Properly trimmed, they will act as sentries to stop the people passing your store and direct them inside.

Many dealers expect to get business by putting half a dozen cans of grease and a few cast-off parts together. Don't make your window a storage place or trash pile. Trim it up so that every one who passes will be obliged to stop and look over your goods.

The great Atlantic and Pacific Tea Co. is today operating 3,418 stores. They would hold no such record had they tried to sell their goods by packing them away under the counter and trimming their windows with only a half dozen packages thrown in at random. These stores may well give the retail merchant in any line something to think about.

The United Cigar Stores Co. operates over 1,300 stores. In every one of the 1,300 stores you will find a neatly trimmed, business-building display window. The Woolworth Stores owe a large part of their big business to their ability to attract customers through their window displays.

You are selling goods to the same people who trade at these stores. Why, then, should you not adopt the same methods for attracting their attention to your goods.—Stewart Lever.

Give the world the best you have and the best will come back to you.

A. J. Kalin has purchased the interest of R. C. Taylor in the Taylor Hardware Co., at Brawley, Cal., and the corporation is to be reorganized, rechristened and the capital stock increased from \$25,000 to double that amount. Other stockholders are James and Harry Sloan, F. H. Girvin, and H. S. Gipe. A. J. Kalin will remain president of the reorganized company, H. S. Gipe, secretary, and F. H. Girvin, manager. They will handle hardware and auto accessories.

The Roberts-Dearborne Hardware Company, of Carlsbad, New Mexico, have found it necessary to increase their capital stock from \$12,000 to \$15,000, fully paid up. They plan to add materially to their stock and increase the lines which they have been handling. They handle a general business, with everything pertaining to hardware, house furnishings, tinning and plumbing, and in addition operate a paint shop and harness shop and kindred lines. The business was established in 1889, and they are recognized as one of the leading retail hardware companies of the state.

NORWESCO WINDOW AND COUNTER DISPLAYS

Norwesco displays are designed to do just one thing—to help the dealer sell more Norwesco Utilities.

Each display holds a filled can of Se-ment-ol, the self-acting radiator cement; Skalex, radiator cleaner; Norwesco Mohair Dressing and Lining Dye; Norwesco Utility Black, air drying enamel; Norwesco Leather, Pantasote Top and Upholstery Dressing, and Norwesco Valve Grinding Compound.

The displays are lithographed in six colors. Behind the filled cans printed on the background is an actual reproduction of each can. In this way the goods are always displayed, even after the filled cans are sold.

On both sides of the chemist figure in the circle, a pocket is provided holding fifty eight-page folders, "Longer Life for Your Car." These folders thoroughly describe the Big Six Norwesco Utilities. The most natural thing in the world for the waiting customer to do is examine the different utilities. They are all removable. The descriptions are easily read and the prices are plainly marked on the literature that accompanies each display. The display is always there, and always ready. The customer can sell himself about as easy as you can sell him.

In the window, they are a real sales force—a force that not only attracts the passing motorist, but brings him into the store to buy. The combined effect of Norwesco counter sets and window displays gives a sales pulling power that should not be overlooked. They are silent salesmen, and make the store the connecting link between the motorist and Norwesco products.

The readers of the *HARDWARE WORLD* can secure these displays by writing the Northwestern Chemical Company, Marietta, Ohio.



**PORCELAIN-WARE**

Inferior insulators, like cheap porcelain-ware cups, break under sudden changes of temperature.

**STONE-WARE**

Stone-ware withstands extremes of heat and cold. That is why Vitristone insulators do not break.

Dealers are Cashing in on Red Head Plugs

Why the Story of Vitristone is Providing a Powerful Sales Builder

MOTORISTS used to buy spark plugs carelessly. Many still do.

But thousands are learning every day that plugs with inferior insulators cannot stand up under the severe operating conditions of the modern engine.

That is why Red Head dealers are cashing in so heavily on the increasing demand built up by the interest of motorists in the story of Vitristone—the insulator that resists heat and vibration.



Chalky, inferior insulators break down under heat. Ragged, crystalline Vitristone withstands the severest conditions.



This story is told in Red Head advertising in the Saturday Evening Post, Country Gentleman and nineteen other publications, reaching more than 20,000,000 readers.

In every state, thousands of motorists, convinced by the sincerity and common sense of the Vitristone message, are buying Red Head plugs.

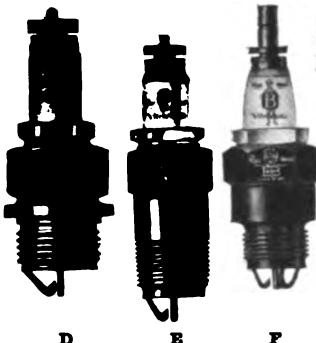
Jobbers and dealers who are prepared to meet this enormous demand are making quick and profitable turnovers.

Write Today for Complete Details

Emil Grossman Mfg. Corp.

Bush Terminal, Bldg. 20

Brooklyn, N. Y.



D

E

F

Red Head  *Spark Plug*
Vitristone Insulator

(F) Red Head Vitristone, $\frac{3}{8}$ "-18 Big Boy. For high-powered engines\$1.25

(G) Red Head Vitristone Priming, $\frac{1}{2}$ -inch Long Body, accessible type for Fords\$1.50

(D) Red Head Vitristone, $\frac{3}{8}$ "-18 Standard. An all-purpose plug\$1.00

(E) Red Head Vitristone Long Body Special for Fords. Very accessible.75c



G



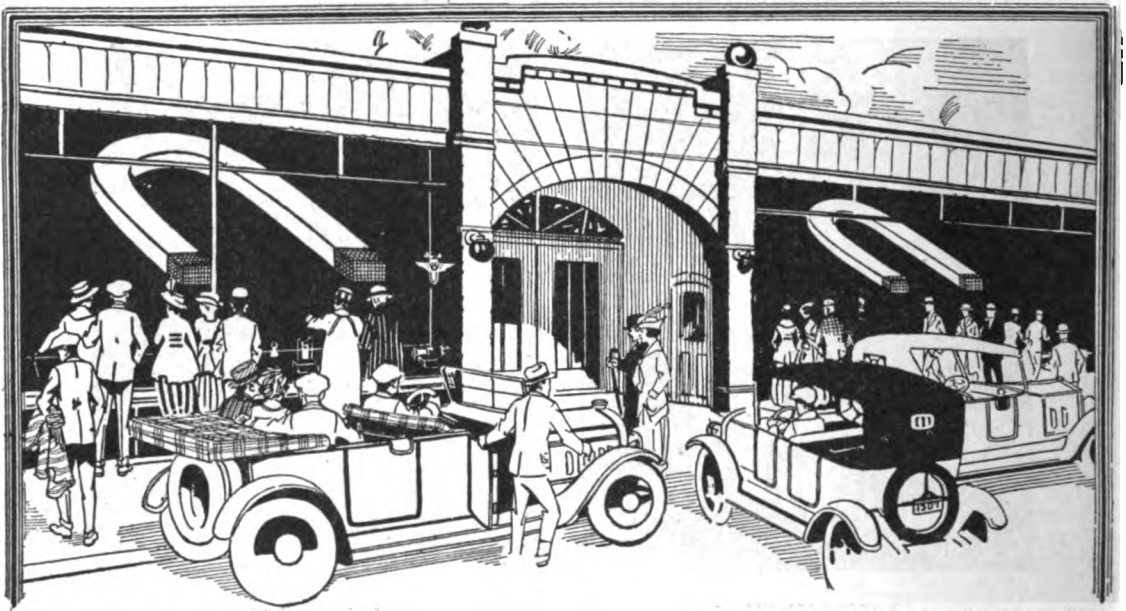
H



I

(H) Red Head Vitristone Motorcycle metric plug. Protected from carbon\$1.00

(I) Red Head Truck and Tractor plug. Mica protected by Vitristone.\$1.50



Your windows should be the magnets to pull trade your way. If you are not using them, then you alone are to blame, and you alone the loser.

THE PUNCH IN THE PINCH

Who cares if he's stalwart and able and fit?
 Who cares if he's clever—a bit of a wit?
 When there's some one on bases we want him
 to hit,
 That's a cinch.

He may be a jolly companion at lunch,
 Or good at a bargain—but still I've a hunch
 It's back to the minors if he lacks the punch,
 In the pinch.

Who cares if he's been forty years in the game
 And knows all the ins and outs of the same,
 There are times when the business needs more
 than a name,
 That's a cinch.

We want—not a man who can holler and bellow
 And not a mere jokester or jolly good fellow—
 We want to be sure that the yap won't be
 yellow
 When it comes to the pinch.

What odds does it make that he owns wads of
 money?
 What odds that man's disposition is sunny,
 If he tries now and then to pull off something
 funny?
 Its a cinch.

We want no four-flusher whose courage is
 cracked
 And many a guy on the job has been sacked,
 Cause when needed the most we found that he
 lacked
 The punch in the pinch.

CUTTING PRICES.

The dealer sat behind his desk
 And watched the trade go by.
 "I do not understand," said he,
 "My prices are not high.
 And when a bargain presser comes
 "I cut them on the sly."
 "That is why," said the little bird,
 "That all the trade goes by."

SOUTHERN CALIFORNIA DEALERS HOLD INTERESTING CONVENTION

The Retail Hardware Dealers in Southern California recently held their semi-annual meeting at the Virginia Hotel, Long Beach. The banquet that concluded the session was attended by about three hundred and fifty. Discussions were had on various subjects vital to the hardware merchants, making this an unusually interesting convention.

The Southern California dealers are firm believers in the value of organization and co-operation, and this subject was splendidly emphasized by Ira W. Byrnes. The Southern California merchants, under the leadership of their executive, P. L. Lord, are a splendid example of team work. Mr. Lord was untiring in his work to make the convention a success. Among others to whom much credit should be given are L. C. Scheller, Shannon Crandall, M. M. Deitz, J. B. Kendal, L. T. Hammersley, Bruce Moore, Secretary Marks and Don Stauber, who were also on the program.

The California Hardware Co. presented gifts to a number of fortunate ones, which added interest to the meeting.

DREADNAUGHT TIRES



NEVER in the history of this country has conservation been so forcibly urged. In all walks of life the individual is seeking the utmost for the dollar expended. The DREADNAUGHT TIRE is a supreme example of the spirit of the times. Its very name proclaims its ruggedness, doggedness and its ability to withstand the hardest wear and tear.

GUARANTEED 5000 MILES

but good for many hundreds more

Made in two treads—the DREADNAUGHT VACUUM AND THE DREADNAUGHT RIBBED. SUPER-DREADNAUGHT INNER TUBES are likewise the best buy on the market.

PACIFIC COAST DISTRIBUTORS

STREVELL-PATERSON HARDWARE CO.
Salt Lake City, Utah

DREADNAUGHT TIRE AGENCY
1200 East Pike St., Seattle, Wash.

JAMES RAFTERY
W. 617 Second Ave., Spokane, Wash.

AUTO ACCESSORY & SPEEDOMETER CO.
Denver, Colorado

DUNHAM, CARRIGAN & HAYDEN CO.
2 Kansas Street,
San Francisco, Cal.

THE P. J. CRONIN CO.
129 First St., Portland, Oregon

DREADNAUGHT TIRE CO., OF LOS ANGELES
631 South Olive St.,
Los Angeles, Cal.



ARCHIBALD DOUGLAS McMULLEN

HEADS NEW AUTO ACCESSORY JOBBING HOUSE

The Motor Mercantile Co., the only exclusive auto accessory jobbing house in Salt Lake City, has been organized with A. D. McMullen as president, E. J. Raddatz as vice-president, F. A. Pyke as secretary, who, with J. P. Gardner and V. A. Culver, are also directors.

While Salt Lake City has a number of auto accessory jobbers yet the new house will confine themselves exclusively to handling auto accessories.

A building is being completed for occupancy, and they are placing their orders and contracts for those lines for which they will be distributors of in the inter-mountain country.

Mr. McMullen was formerly with the well-known house of Strevell Paterson Hardware Co., and more recently with the Capital Electric Co., and is well known to the trade.

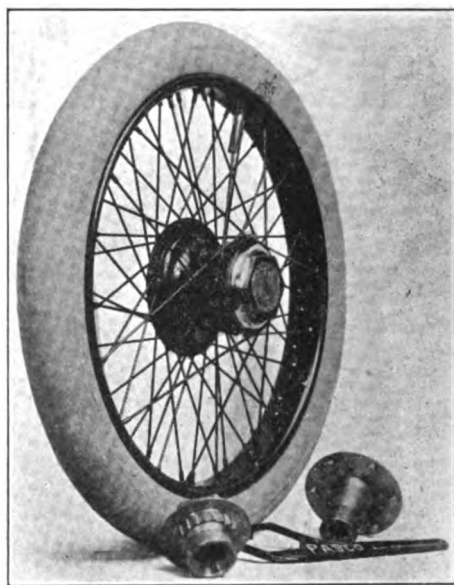
PROPER WAYS OF ELIMINATING SQUEAKS

One of the most annoying things about an automobile is a squeaky spring. When a motorist complains about it to his garage man or to the dealer who sold him the car, it is evident that he has not been using the right kind of lubricant. Plain oils and greases squeeze out and permit friction between the bare metal of the leaves. The proper lubricant is one that will form a tough, enduring film between the leaves, preventing metal-to-metal contact.

The Joseph Dixon Crucible Company, manufacturers of Dixon's Motor Graphite, give this advice about lubricating the springs: Jack up the car so that all the weight is off the springs and spread the leaves apart with a screw driver or instrument provided for that purpose. Then smear a creamy mixture of kerosene and Motor Graphite between the leaves.

Springs thus treated will ride much easier

and will be entirely free from squeaks. If the graphite is of pure flake variety, it will adhere to the surfaces, filling up and smoothing over the minute irregularities and will not squeeze out.



PASCO WHEELS ARE TIRE SAVERS

Attention is called to the Pasco wheels, manufactured by the National Wire Wheel Co., of Geneva, N. Y., the largest manufacturers of the kind in the country.

Wire wheels for Fords and other cars with spoke lacing in which each spoke crosses four others in both front and back rows. Hub caps are white metal castings and wheels are so laced that all nipple heads on the spokes come under tire beads, preventing tubes being scratched by spoke heads. Valve hole is placed where the largest air chuck can be used without interfering with spokes. A locking device prevents wheel from loosening while in motion. Wheels furnished complete with four inner hubs permanently fixed on car axles. To make change, release safety lock, unscrew hub cap, slip off wheel, put on spare wheel and replace cap. Set consists of five wheels, four inner hubs, four hub caps, dust cover for spare wheel, name plate and wrenches. With Ford wheels bearings are included.

There is an increasing demand for Pasco Wire Wheels, for it is well known that as heat is a fatal enemy of rubber, and as wood is a nonconductor of heat, all heat that is generated in the tire through friction while driving, as well as the heat of the road itself, during hot weather, is continually being stored in the rim of a wooden wheel without means of escape. It is claimed that tires on wooden wheels are as much as 80 degrees higher in temperature than the tires on wire wheels under the same driving conditions. This is point that it is well to emphasize when talking to customers and prospects.

The National Wire Wheel Works will be glad to give any information to our readers upon request.

In a deal between John C. Lawrence, of Spokane, Washington, and M. E. and E. T. Hay, of Wilbur, Washington, the Lawrence-Fisher Hardware Company stock has been turned over to M. E. and E. T. Hay, in part of the consideration, so we are informed.

HARTFORD TIRES



Hartford
Cord Tire

HARTFORD DISTRIBUTORS

Albany Hdw. & Iron Co., Albany, N.Y.
Auto Supply Co., Dodge City, Kans.
Auto Supply Co., Scranton, Pa.
Belknap Hdw. & Mfg. Co., L'ville Ky.
Beals-McCarty & Rogers, Buffalo, N.Y.
Burhans & Black, Inc., Syracuse, N.Y.
Bostwick-Braun Co., Toledo, Ohio
Blish-Mize-Silliman Hdw. Co.,
Atchison, Kans.
Crumpp Co., B. T., Richmond, Va.
Decatur & Hopkins Co., Boston, Mass.
Delaware Elec. & Supply Co.,
Wilmington, Del.
Dils & Son Co., H. P.,
Parkerburg, W. Va.
Downing Elec. Co., Des Moines, Ia.
Economy Auto Sup. Co., Newark, N.J.
Ferguson-Adist Co., Burlington, Vt.
General Auto Sup. Co., Amarillo, Tex.
Goodby-Rankin Co., Providence, R. I.
Griffith & Turner Co., Baltimore, Md.
Green & Swett Co., Boston, Mass.
Hibbard-Spencer-Bartlett & Co.,
Chicago, Ill.
Hoosier Tire Co., Indianapolis, Ind.
Knapp & Spencer Co., Sioux City, Ia.
Morley-Murphy Hdw. Co.,
Green Bay, Wis.
Martin-Evans Co., Brooklyn, N. Y.
Motor Supply Co., Pittsburg, Pa.
May Hdw. Co., Washington, D. C.
Myers, Harper, F., York, Pa.

Marshall-Wells Hdw. Co.,
Duluth, Minn.;
Spokane, Wash.; Portland, Ore.
Morley Bros., Saginaw, Mich.
National Rubber Supply Co.,
Denver, Colo.
Pneumatic Tire & Repair Co.,
Philadelphia, Pa.
Prussia Hdw. Co., Fort Dodge, Ia.
Rochester Auto Supply Co.,
Rochester, N. Y.
Reilly Bros. & Raub, Lancaster, Pa.
Stauffer-Eshleman & Co.,
New Orleans, La.
Suelflohn & Seefeld, Milwaukee, Wis.
Tracy-Wells Co., Columbus, Ohio
Wilson Hdw. Co., Beaumont, Texas
Wilson & Pugh, Cumberland, Md.
Worthington Co., Geo.,
Cleveland, Ohio
Weed & Co., J. D.,
Savannah, Ga.
Wade & Dunton Motor Car
Co., Lewiston, Me.
Witte Hdw. Co.,
St. Louis, Mo.

The travelers of the sea pursue their ways, confident of safe voyage, knowing that the faithful bellmen of the deep stand guard against mishaps.

Land travelers, along the motor lanes—your customers—seek the security and confidence of quality tire service.

- quality service
- strength and durability
- maximum mileage for minimum cost

All these are synonymous with HARTFORD.

You open the door to the discriminating motorist, who is looking for the BEST, when you stock the HARTFORD line of reliable tires.

Hartford Rubber Works Company

1790 Broadway, New York

Cord Strongheart Tread "H" Tread Plain Tread





AN ENERGETIC WESTERN SALES REPRESENTATIVE

Norman Cowan typifies the western spirit, and is a real live and enterprising sales representative.

He was for many years identified with the well known firm of Hughson & Merton, but several months ago severed his connection with them, and is now the western representative of Swan & Finch, L. P. Halladay Co., General Asbestos & Rubber Co., Prismolite Co., Howe Mfg. Co., "X" Laboratories, Gray & Davis and N. A. Petry Co.

He sells only to the jobbing trade. Mr. Cowan's training and experience enables him to give the factories mentioned most excellent representation, and they are fortunate in having their interests looked after by him.

Dr. Newell Dwight Hillis is authority for the statement that in one of the North Carolina hotels are quartered one thousand or more German officers taken from the raiders that were sinking the ships of America and her allies, and causing the destruction of life and property—that they are being paid their salaries by our government, provided with means of recreation, and pleasure, tennis, golf, polo, and living a happy and pleasurable life.

Germany believes thoroughly in socialistic theories and propaganda—for other countries. But within her boundaries socialists who attempt to practice such, are lined up against the wall.

When your son or daughter comes home from school or college, filled with socialistic theories, you know you have a pro-German teaching them.

NEW YORK CITY FIRE DEPARTMENT PURCHASES GILLETTE TIRES

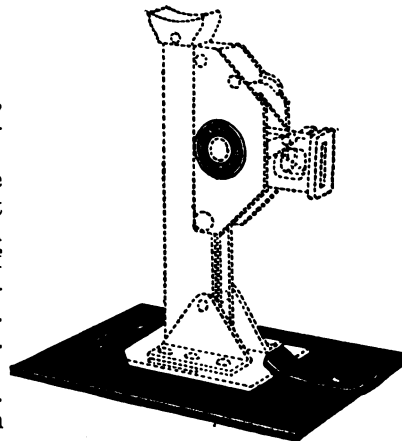
The Fire Department of the city of New York has placed a large contract with the Gillette Rubber Co., for furnishing and delivering pneumatic tires and tubes for 1918.

This is a tribute to the merits of the Gillette tires, for all tires were put through the most strenuous test of any place in the world, and they are very careful in the selection of their tires. The Gillette Rubber Co. naturally feel complimented to obtain the contract for the ensuing year's supply.

They also say that they have been having excellent reports from their large jobbers in the West, among whom are the Marshall Oil Co., Marshalltown, Iowa; the Herman-Sanford Saddlery Co., Springfield, Mo.; the John C. Nichols Manufacturing Co., Sheboygan, Wis., etc.

They claim that in building their quality tires by their chilled rubber process, their tires are the toughest rubber known. They are greatly pleased with last year's business, as well as the outlook.

SUPPLEMENTAL BASE FOR AUTO JACKS



The article herewith illustrated is just being placed upon the market by Lane Brothers Company of Poughkeepsie, N. Y., for use in connection with Jacks of their manufacture.

In an emergency it sometimes happens that auto jacks have to be used on very soft ground.

In such cases, of course, an exceptionally large base is desirable for the time being; where-

as, in the majority of cases this extra size of base is only an annoyance, an additional weight to handle, and always cumbersome to carry.

The Lane Supplemental Base meets these occasional requirements for larger area without any disadvantages for regular use. Being flat it can be carried in the bottom or against the side of any tool compartment without occupying appreciable room and is not handled at all until needed.

To attach for use, the Jack is simply placed in position on the Supplemental Base and clamped by turning a button.

Made in one size for Lane Jacks only, and we understand may be used with any of the various sizes manufactured by this company.

The People's Hardware Co., successors to Tash & Akers, at Heppner, Ore., was recently organized with a capital stock of \$35,000. They will also take over the machinery and farm implement business of Vaughn & Sons, at Heppner. The latter concern, however, is continuing the handling of automobiles, farm tractors, etc.

W. S. Clark & Sons, of Eureka, Cal., have announced the sale of their business to Leon Baker, of Arcata, and Allen Crosby, of Nebraska, who have been conducting a business in Arcata for the past two years.

Mr. Shearer, of the hardware firm of Shearer & Albritton, at Alspough, California, has purchased the interest of his partner and will continue the business.

Century-Plainfield TIRES

A Big Service Tire
A Big Guarantee
An Oversized Tire
Satisfied Users

Century Plainfield Tires

carry the highest guarantee because they are *super-service tires*—they are *high QUALITY tires*, too, they're *oversized*.

The company makes good on every *Century Plainfield Tire* that fails to give service.

Some Good Territory Open.

Write for Dealers' Proposition.

TERRITORIAL DISTRIBUTORS

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO

J. B. WOOD TIRE CO.
923 E. 3rd ST., LOS ANGELES.

R. M. WADE & CO.
PORTLAND AND SPOKANE



CITY SERVICE STORE

HOELLE-RUBBER SALES CO.

Branch and Warehouse
430 Golden Gate Avenue
SAN FRANCISCO

**Century
-PLAINFIELD Tire Co.**

"A subsidiary of the Rubber Insulated Metals Corporation, exclusive manufacturers of the RIMCO Rubber products by the ELOHEMO process." FACTORIES, PLAINFIELD, N. J.



HE MAKES AND STANDS THE SPOTLIGHT

Several years ago, Chas. Kaufmann operated a foundry at Santa Ana, California, and being of an inventive turn of mind, and seeing the necessity for a good light for traveling at night in order to note the turns in the road he conceived the idea of the Silverbeam Spotlight, something that should be better than anything on the market. He had previously invented a screen for launches, by which the exhaust could be made directly into the water. So in making the Spotlight, he wanted to make something that would be better than anything that was then being sold.

It was hard work at first to become established. He started in by making one or two lamps a day, taking these out and selling them, so as to secure enough funds to purchase additional material, the operations being repeated over and over again until he accumulated the necessary capital to engage in business on a larger scale.

Unfortunately he became involved in a partnership dispute, but we understand that in the various actions that have been taken in connection with the manufacture of his spotlight that Mr. Kaufmann has come off victorious in every case, he himself securing an injunction and collecting damages against those who infringed on his patent.

Sufficient capital was secured some time ago for a factory of ample size that could meet the demand for their light. Everything is now made complete in the lamp with the exception of the bulbs. Only about 40% of the bulbs are accepted that are furnished to him, so careful is he in the inspection.

The same care is exercised in the manufacture of the shape and finish of the reflector. Seven different processes are necessary in order to turn out the completed article, which is made of spun brass, and not of steel.

They have developed a large sale all over the country on the Silverbeam.

The Valley Hardware and Furniture Company, at Ramona, California, who sell hardware implements and household furnishings, report a very satisfactory season's outlook, and expect to keep quite busy.

The Holcomb Hardware Co., of Banning, Cal., reports a very satisfactory season's business and a good outlook. They carry full lines of everything pertaining to hardware, house furnishings, and farm implements.

Whatever it is that has been responsible for the remarkable growth of the I. W. W. and anarchist element in this country the past six years, it is time now to take effective action to stamp it out. Let the officials know that you are back of them in enforcing the law.

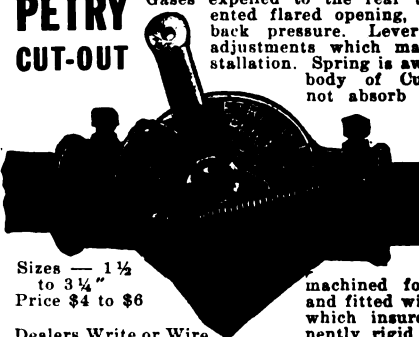
Ordinarily we do not believe in investigations in times of great national stress but the investigations so far held in Congress seem to have been necessary and fully justified.

The Kaiser was right. There is no such thing as a German-American.

PETRY CUT-OUT

Sizes — 1 ½
to 3 ¼"
Price \$4 to \$6

Dealers Write or Wire
N. A. PETRY COMPANY, Inc. - 1306 Race Street, Philadelphia



Gases expelled to the rear through patented flared opening, prevents all back pressure. Lever has seven adjustments which make easy installation. Spring is away from the body of Cut-Out, does not absorb heat, has a simple tension adjustment and easy action, no strain on the exhaust pipe. Ends accurately machined for pipe size, and fitted with set screw which insures a permanently rigid installation.



RUTEMBER ELECTRIC TABLE STOVE

Model 206

Is one of the Jobber's or Dealer's quick, sure sellers. Square cooking surface, seven by seven inches.

Furnished complete with all the necessary cooking utensils. Full nickel finished.

We manufacture a full line of Household Appliances.

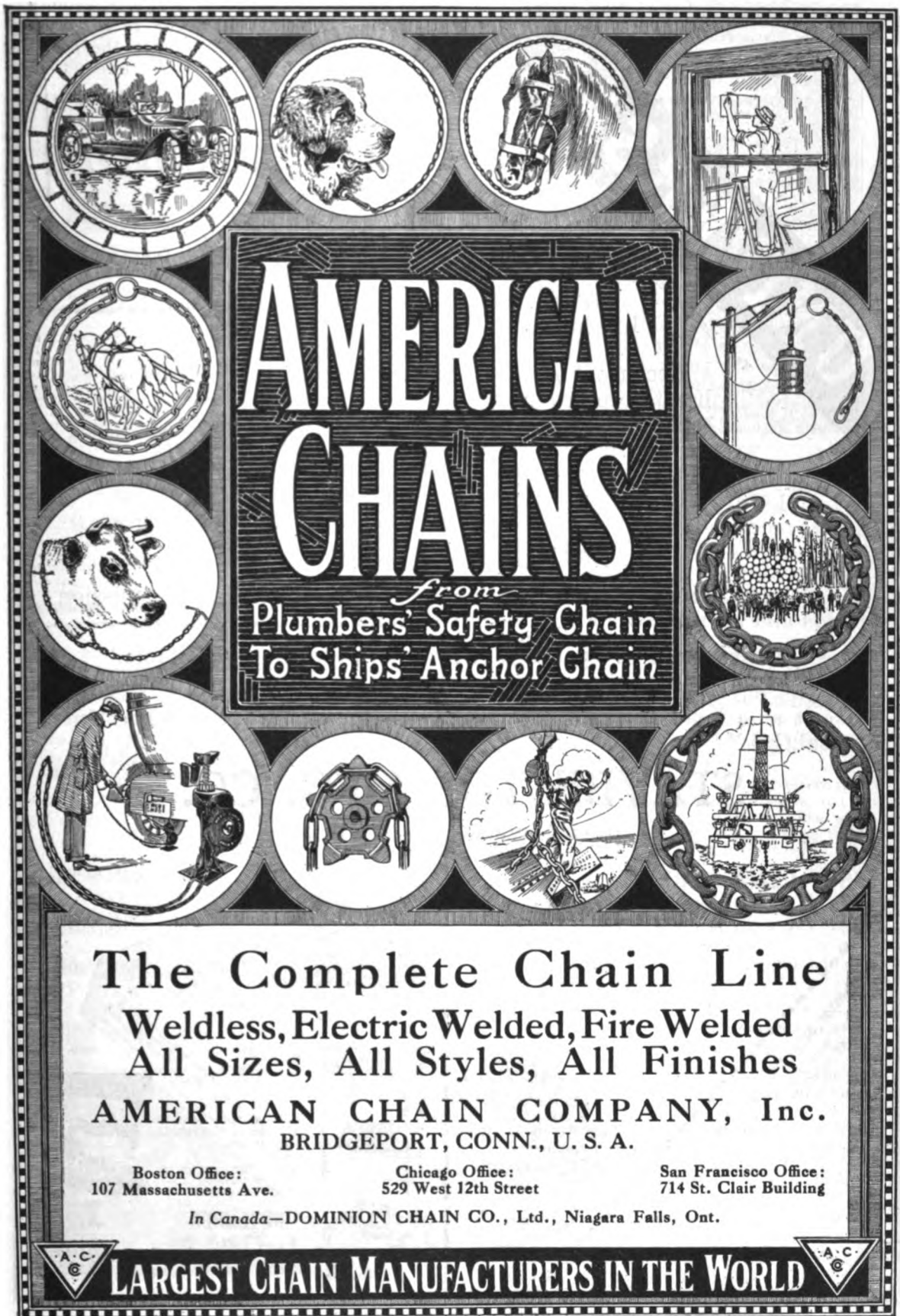
Write for our complete Catalog and Trade Discounts.





RUTEMBER ELECTRIC CO.

Marion, Ind., U. S. A.



AMERICAN CHAINS

from
Plumbers' Safety Chain
To Ships' Anchor Chain

The Complete Chain Line
Weldless, Electric Welded, Fire Welded
All Sizes, All Styles, All Finishes

AMERICAN CHAIN COMPANY, Inc.
BRIDGEPORT, CONN., U. S. A.

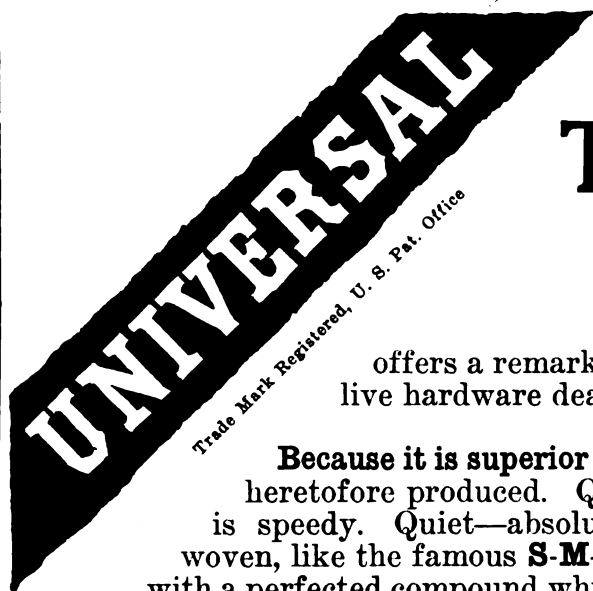
Boston Office:
107 Massachusetts Ave.

Chicago Office:
529 West 12th Street

San Francisco Office:
714 St. Clair Building

In Canada—DOMINION CHAIN CO., Ltd., Niagara Falls, Ont.

LARGEST CHAIN MANUFACTURERS IN THE WORLD



Transmission Lining

offers a remarkable business opportunity for live hardware dealers.

Because it is superior in service to any cotton lining heretofore produced. Quicker in action, as sure as it is speedy. Quiet—absolutely chatterless. Compactly woven, like the famous **S-M-C Brake Lining**, then treated with a perfected compound which makes it slip-proof, water-proof and oil-proof.

\$1.00 Complete

Set for **Fords** includes three proper lengths for Ford transmission bands and all rivets required, all boxed in a handy package.

"As easily sold as a package of tacks and a lot more profitable."

Get our quantity prices for dealers—write for it on your letterhead. Use it as a lever to pry loose the big trade of the users of "The Universal Car."

STAYBESTOS MFG. CO.

*The "Modern" Factory Equipped to Make
All Widths Up to 6 Inches*

5547 LENA STREET

PHILADELPHIA, PA.

Staybestos Mfg. Co., 5547 Lena St., Philadelphia, Pa.
I want your dealers' proposition on Universal Brake Lining—particularly on your \$1.00 Ford Set.

Name.....
Address.....
City.....
State.....





F. G. HIGGIN TO REPRESENT LOCKWOOD MANUFACTURING CO.

F. G. Higgin, well known throughout the West, by reason of his long connection with the trade, is now western sales representative of the Lockwood Manufacturing Company, manufacturers of builders' and ship hardware, of South Norwalk, Conn.

Mr. Higgin was with the Geo. Tritch Hardware Co., of Denver, Colo., for twelve years, and for almost fifteen years was with the Pacific Hardware and Steel Company.

He has always paid particular attention to builders' hardware; in fact, that may have been said to be his specialty. He will represent the Lockwood Manufacturing Company throughout the Pacific Coast, and far West.

WHY SOME MERCHANTS LOSE TRADE TO MAIL ORDER HOUSES

Husband—"Did you buy those goods in town today?"

Wife—"No, I went to town and looked around but no one seemed to have what I wanted but Exeter Brothers. And you know how their store looks. I think they've got a lot of the same goods they had when they started. At least their shelves look the same."

Husband—"Yes. I know they don't take much pride in their store. But what are you going to do about getting the goods?"

Wife—"I guess I'll send to the Mail Order House for them. I don't want to buy that old stuff at Exeter's."

Moral—Clean out the dead stock on your shelves. Freshen your store in every way. Change the location of certain merchandise, counters and show cases. Customers do not like to believe they are buying old stock.

The Mail Order House realizes this, therefore they change the location of merchandise, pages and paragraphs in their catalogues, issue entirely new catalogues, and otherwise present their merchandise in a fresh manner.

Congressional investigations into war activities are to be deplored at the present time, but it must be admitted that the necessity for such, is more to be deplored.

Honest officials who are doing their utmost to speed war activities will have nothing to fear, but should court investigation, in order that the country may maintain its confidence in what is being done.

It is fortunate that at the head of the Senate investigation committee is Senator Chamberlain, a well-known Democrat. Thus no charge of political activity could be sustained against him.

The country has confidence in President Wilson, and in his sincere desire to do everything to win the war in the shortest possible time, and at the least expense of life. But the war is bigger than any one man, or any party, and in order to maintain the full confidence of the nation, it may be necessary to investigate conditions and find out why things are not being done that should have been accomplished.

STICK TO IT TILL IT'S DONE

Stick to it till it's done—

Stick to it, boy; don't chuck it up

Because there's somethin' new
That's glimmerin' in the distance

An' fascinatin' you.

Why, make believe there's nothin' beats

The job you've just begun,

An' keep right at the thing you've got—

Stick to it till it's done.

There's lots o' things looks mighty good

When first they heave in sight;

The rosy dawn o' mornin' don't

Tell nothin' o' the night,

Nor nothin' how you'll have to sweat

Beneath the broilin' sun;

You've got your work to do today—

Stick to it till it's done.

If you just keep a-pluggin', boy,

Put ev'ry ounce you've got

O' pep an' grit an' smiles an' song

Into your daily lot,

An' try to think your hardest job

Is just a pile o' fun,

You'll win, an' winnin' preach that text—

"Stick to it till it's done."

—Harold Freeman Barnes.

Here is Dr. Hillis' prescription for the cure of spies and traitors: "Arrest them at sundown, try them at midnight, line them up against the wall at daybreak."

HOW A NORTHWEST MERCHANT MEETS CATALOGUE HOUSE PRICES

Editor **HARDWARE WORLD**:

We have not been bothered much with competition from catalogue houses, except in the farm implement line, and in that we are bothered quite a great deal, as we generally do not get a chance to figure with the buyer, or even know that he is in the market, until his goods are at the depot.

In the regular hardware line, we often are asked price on one or several items by prospective customers, then it is up to us either to make him a price that is right, and close the deal by showing him the article—bringing out the better qualities of the goods that we handle, and when we do get hold of him, we have no difficulty whatever in making the sale.

It was our good fortune last year to have a catalogue buyer come into our store; after buying several articles, the question of heating stoves came up. This customer then said that if we could furnish him a heater like the one shown on the clipping which he had from a catalogue, somewhere near the price of the catalogue house, he would give us the order. Our salesman, to whom this customer was talking, was not sure whether we could duplicate the price or not, as the stove, of which he had the illustration, was of an obsolete pattern. So he made a bluff, explaining, of course, that it was sold to him on a catalogue house basis; that is, money in advance, postage, money order, and that he had to haul it home himself, buy the fittings, polish, and set it up, and of course, that we would handle it in just the same way that the catalogue house did, and would be through with it when it arrived at the station.

He accepted our terms, but hedged on paying money in advance. At any rate, we found the stove wanted; had it sent to him. Upon receipt of the invoice, we found that the stove cost us \$12.25. We sold it to the customer for \$18.75, leaving us a profit on the deal of \$6.50. Later, the same season, we sold another at the same rate.

We believe that if all merchants were to study the mail order houses' catalogues a little more, that we perhaps could head off a great many orders that rightfully belong to local merchants.

We have just sold another farmer 15 rolls of barbed wire. He had his order made out to a mail order house, but gave us a chance to meet the price, which we did. Whenever it is possible to get in touch with a mail order buyer, we very seldom have any difficulty in keeping the money at home.

Now, we believe that the jobber can help the retailer a great deal by fighting the mail order houses, by trying to co-operate with, rather than against, the retail merchant. This has happened to us also in several instances that

it was hard for us to meet this mail order competition, unless we could get a concession from the jobber on the items in question; but generally when we have appealed to the jobber, there has been no help from that source. We have referred to certain articles in mail order house catalogues, and have asked jobbers to try to duplicate for us, but often they would come back with word like this: "We have not got the catalogue to which you refer, so cannot make you any better price." This kind of assistance does not get the jobber anywhere with the retailer. It is our opinion that if the jobber would help the retailers a little, the jobber in turn, ask the manufacturer for help, and all would work with the same idea in view, we could get the results that we are after.

Another good idea would be that if the retailer would take the mail order house catalogue, go through it and pick out items that are hard to get a good price on in the regular line, then send them to his jobber or jobbers—ask each one to try to duplicate it from the factory with a description and electrotype, as near as it is shown in the mail order house catalogue—then advertise it in the farm or store paper, we surely could get results that way. But above all, let the manufacturers, jobbers, and retailer work together, and we can surely cut off some of the mail order house sales and profit.

MINARD & CO.

By Geo. W. Schmidt.

ENTERPRISING, PROGRESSIVE MERCHANTS

The Linder Hardware Company edition of the *Tulare Daily Advance*, commemorating the completion and occupancy of their new building, is in keeping with the enterprise and progressiveness of this well-known institution.

The Linder Hardware Company have been one of the factors in the trade in the San Joaquin Valley and California for many years, and notwithstanding the fact that they have had perhaps more than their usual share of obstacles and difficulties, including the loss of their establishment by fire, yet their misfortunes have been made the stepping stones to overcome still greater obstacles and difficulties, and they have recently completed and are now occupying one of the finest retail hardware establishments in the country in every particular.

Messrs. Linder have been fortunate in having a splendid force of co-workers and they celebrated the completion of this building by issuing a twenty-page edition to their local *Tulare* paper and having an opening that was attended by thousands.

J. L. Barnett is a new hardware and sporting goods house, at 149 American avenue, Long Beach, California.

He recently engaged in business, being formerly in business in Nebraska. He reports a splendid outlook.

The J. M. Conley Company, of Stockton, have opened a branch house at Lodi, with John H. Davies in charge. The store is located on the site formerly occupied by the Davies Hardware Company, and a full line of farming implements will be carried.

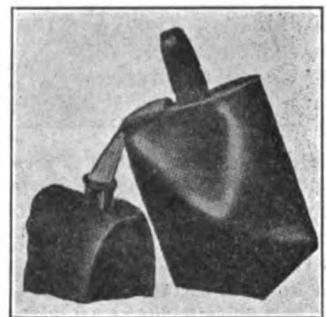
MR. HARDWARE MAN

We're after the *hardware business*, that's YOU. You're after the *best* you can get for the *least amount* of money, that's US. Why not get together?

We have Hardware men who have been buying of us for FIVE YEARS and they are buying many times more accessories now than they ever did.



They are Building their Business on the MARTIN Line because it gives service, satisfaction and the Price is Not Too High.



Top Covers
Windshield Weather Strips
Door Pockets
Water Buckets
Curtain Holders
Radiator and Hood Covers
Cushions
Curtain Envelopes
Headlight Dimmers
Tire Covers
Covers for Seat Back
Curtains



Curtain Lights
Covers for Instrument Board
Sleeve Protectors
Wash Aprons
Robe Rail Bags
Inner Tube Cases
Special Seat Covers
Top Slip Covers
Chain Bags

If it's made of Cloth, Mohair or Leather Cloth, and belongs to an Automobile, we make it.

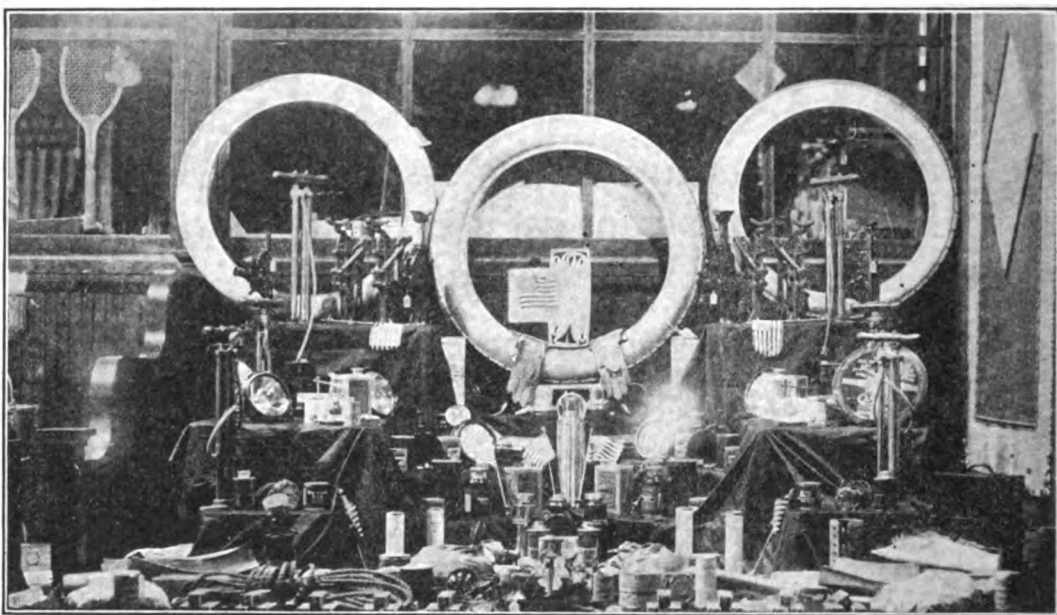
Black and White Tire Covers

We Originated Them and We are Still Making Them

Accessories for All Makes of Cars. It Will Pay You to Write to Us

THE MARTIN MFG. CO., Lancaster, Ohio, U. S. A.

We Have Some Excellent Territory Open For Hustling Salesmen



Here is the way H. G. Beatty & Co., live hardware merchants at Clinton, Ill., feature auto accessory lines. They find that auto accessories are one of their best trade bringers, and generally is cash business. They don't simply make a side line of auto accessories, but put the same vim into it as they do their other lines.

They believe if hardware merchants will give greater attention to auto accessories they will find it one of the most desirable parts of their business.

Accessory buyers are generally cash buyers, and when a man has an automobile he likes to have its equipment up-to-date, and there is nothing like visualizing just what you have to offer.

Their sales windows are always well trimmed.

**Rex
Gasoline
Hose**



**Fully
Guaranteed**

Rex Gasoline Hose has a core of asbestos packed steel tubing, covered with gasoline proof gum, over which is woven a cotton jacket. Rex Gasoline Hose is recommended for use in connection with measuring pumps for gasoline and oil, and to those who require service and satisfaction.

The couplings are of the compression type, especially designed so they cannot leak or pull off, also giving full flow without any back pressure to pump. Couplings and hose to fit all pumps, made in the following sizes: $\frac{3}{4}$ -inch, 1-inch and 1 $\frac{1}{4}$ -inches. Any length.

Packless Anti-Drip Nozzles also furnished.

**Distributed By
Dunham, Carrigan & Hayden Co.
SAN FRANCISCO**

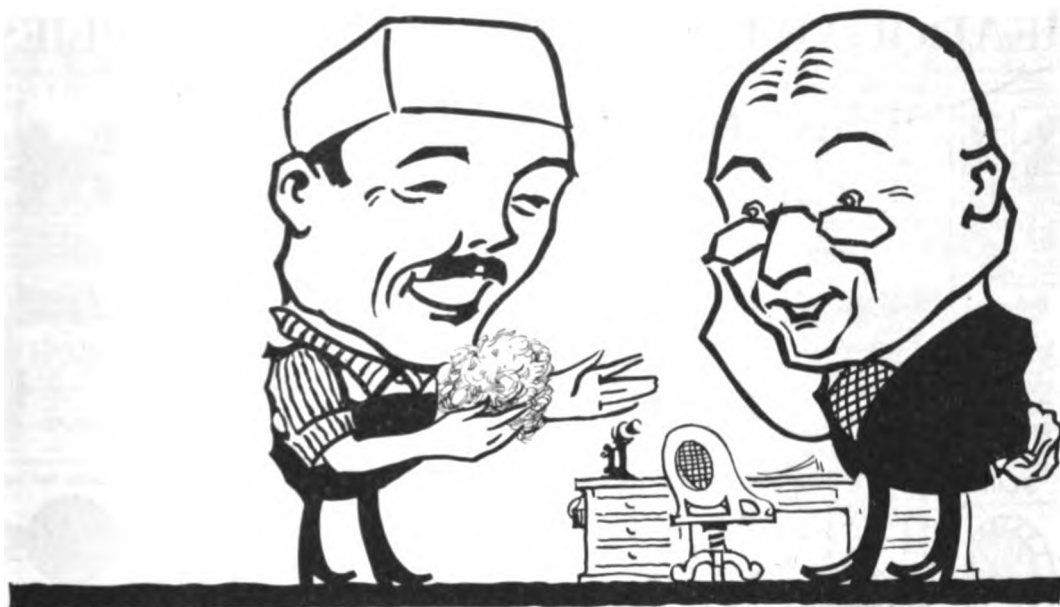


**JUST THE SOCKET
WRENCHES THAT SELL
JUST THE WAY TO SELL THEM**

No. 300 includes an assortment. Quantities and sizes are determined by exact demand, and the Chest is offered **FREE** with the assurance that **Solves Your Wrench Problems**. Write—Ask for Catalog No. 183-D.

FRANK MOSSBERG CO.

ATTLEBORO, MASS., U. S. A.
HASTINGS & ANDERSON CO., Chicago, Ill.
EWING-LEWIS CO., San Francisco, Cal.
EWING-LEWIS CO., Los Angeles, Cal.
D. L. HERMAN, Seattle, Wash.
F. W. LYNN, Dallas, Texas.
W. W. GRANDALL CO., Nashville, Tenn.



Say Royal to the man who buys your supplies —

Tell him he can standardize his waste purchases

- that he can get uniform quality, 6% “tare” (wrappings), even weight — all guaranteed.
- that buying the best waste means time saved, effort saved, money saved.
- that getting uniform waste by name beats the old way of trying to get it by specification — and costs no more.
- that the man who works with Royal Cotton Waste knows.

“Producing the Fittest in Waste” is a good book—write for it. The Royal Sampling Catalogue is mighty well worth getting from your jobber or us. It is worth your while to follow up the worth-while Royal campaign in the big magazines.



TWELVE GRADES

Each best for a special need of service and price

| Six White | Six Colored |
|-----------|-------------|
| Baron | King |
| Count | Marquis |
| Czar | Mikado |
| Duke | Prince |
| Earl | Rajah |
| Emperor | Sultan |

ROYAL MANUFACTURING CO

GENERAL SALES OFFICES AND PLANT

New York Office—2 Rector Street

RAHWAY, N. J.

Pittsburgh Office—Oliver Bldg.

St. Louis Office—Pontiac Bldg.

Chicago Office—People's Gas Bldg.

San Francisco Office—Wells Fargo Bldg.

LOOK FOR THE BRAND ON EACH STEEL BAND

HEADQUARTERS FOR AUTO SUPPLIES



Hydrometer Battery Syringe

For testing the specific gravity of the acid in storage batteries or regulating the quantity of acid above the plates or filling the storage batteries with electrolyte.

\$1.00

Weed Tire Chains



The feature of Weed Chains is their freedom to move. They constantly shift their position on the tire. Weed chains are attached without the use of link or other bolts. Price—

\$1.95 up

Triple-Action Compound Tire Pump

Will inflate your car in a jiffy. A most powerful hand pump. Thoroughly tested before leaving the factory. Three cylinders of heavy machine drawn brass tubing, heavily polished and rust proof.

Price—\$4.50

Double action. \$2.00



Goggles

Your car isn't completely equipped without a pair of goggles. We have them in both plain and leather for either night or day driving. Price—

25c up



Thermos Bottles

Every automobile owner should have a Thermos bottle in his car, which enables you to keep liquid at any temperature. Handmade of finest glass. Price—

\$1.50 up



Latest design. High output. It is a compact and efficient light. Has a convex lens which gives long range. Painted with a white side light to show increase in number. Well made of heavy gauge steel, beautifully enameled, all black. Price—

\$1.00

CUT YOUR TIRE UP-KEEP WITH

Diamond Tires

HERE IS AN ALTOGETHER DIFFERENT TIRE. A tire so excellent that it actually sets a new standard in everything that goes to make a TIRE VALUE.

Step into our store and examine a slice of the new "Velvet Rubber" of which Diamond tires are made. You'll find it's as strong as a ligament. Submit it to any test you like—then you'll understand why the Squeezed tread of a Diamond tire practically never wears out. The Diamond is a nimble tire and strong. It is comparatively light in weight, compact, springy, speedy and very comfortable to ride on by reason of its true pneumatic quality. Excessive mileage are common. Diamonds are never sold by the pound nor on the old fashioned high-priced high-mileage promise combination. They are sold on performance records at fair list prices—the lowest of any of the standard makes.

DIAMOND FAIR LIST PRICES

WE CARRY THE FOLLOWING SIZES IN STOCK:

| Size | Regular Q. D. or Straight Bead Smooth Tread | Regular Q. D. or Straight Bead Squeezed Tread | Grey Tires |
|------------|---|---|------------|
| 28 x 3 | \$11.40 | \$11.95 | \$2.80 |
| 28 x 3 1/2 | 11.10 | 11.65 | 2.75 |
| 32 x 3 1/2 | 14.80 | 15.35 | 3.10 |
| 30 x 3 1/2 | 14.40 | 15.10 | 3.40 |
| 32 x 3 1/2 | 16.85 | 17.70 | 3.50 |
| 34 x 3 1/2 | 19.70 | 20.65 | 4.15 |
| 32 x 4 | 22.50 | 23.65 | 4.40 |
| 34 x 4 | 24.70 | 25.85 | 4.55 |
| 34 x 4 1/2 | 24.10 | 25.30 | 4.70 |
| 36 x 4 1/2 | 27.50 | 28.90 | 5.25 |
| 38 x 4 1/2 | 30.70 | 32.35 | 5.90 |
| 37 x 4 | 29.10 | 30.55 | 5.60 |
| 35 x 4 1/2 | 33.65 | 35.65 | 5.85 |
| 36 x 4 1/2 | 34.50 | 36.25 | 6.05 |
| 37 x 5 | 41.05 | 43.10 | 7.30 |

FIVE PER CENT OFF THIS LIST FOR CASH

In addition to SERVICE, its Black Tread and Red Walls give you a handsome tire that is a real addition to the appearance of your car.

We are always glad to show Diamonds to visitors and purchasers alike.

WE DO DOUBLE TREAD WORK

If you have two old tires let us double tread them. They will be worth the price.

H. G. BEATTY & Co.

South Side Square

CLINTON, ILLINOIS



Inspection Lamp

One-third reflection, with guard, 30 feet of black cotton cord, regular battery terminals, adjustable beam hanger, Bayonet lens socket and Tension Bolt. Price—

\$1.25

Pyrene Fire Extinguisher

Auto insurance reduced 10 per cent if your car is equipped with this outfit. The board of Underwriters approved it. Fits not any kind of fire. Bubbles electrical or gasoline fire without damage to machinery or appliances. Price—

\$7.00

Electric Lamps

Edison Mazda Electric lamps. We carry all sizes, both single and double contact, in stock. Price—

20c up

Steel Tool Boxes

Three boxes have proved correct, strong centers and can be used for a long time. They are the strongest box on the market, are black enameled and are highly finished to the eye itself. Price—

\$1.50 up

ONLY \$2.00



You can pay more, but you can't see a more immediate warning signal than the A.M. Auto Horn. It is made and represents as a number of the most popular makes of cars on the market. It should have been part of your equipment. It cost less than the car. Price, \$2.00.

Spark Plugs

Champion Regular Spark Plugs are used as standard equipment on many automobiles. They are the best. Price—

\$1.00

Electric Spot Light



Quality turned in any direction for light driving. The latest addition to motorcar accessories. Secured to the windshield by a bracket with a universal joint that allows turning in any direction. The entire unit is constructed from the finest materials. The position of the light, but with sufficient flexibility so that it may be easily stored in any direction by means of a handle at the back of the lamp. Price—

\$3.50 up

On the previous page we referred to the sales window of H. G. Beatty & Co. They couple up their sales windows with their advertising campaign, and here is a reproduction of a portion of one of their recent advertisements, which is well balanced, neatly displayed and gives such information as will lead the prospect to investigate.

AUTOMOBILE ACCESSORIES



If you handle Auto Accessories, Motorcycle and Bicycle Supplies and Bicycles, why not get in touch with a Wholesale House that handles this line exclusively and place yourself in a position to serve your customers with anything they could possibly require in this line. You should have our catalog as a reference. Write for it. It will mean big business to you. Our motto—"If it's kin to an auto it's related to us."

MOTOR CAR SUPPLY CO.

1451-53-55 Michigan Ave.,

Chicago

NEW TYPE OIL GAUGE FOR FORDS

What every Ford owner has been waiting for—it cannot break—it will not leak—it is absolutely accurate and dependable and can be easily read, even at night.

It consists of a metal chamber containing a float with a rod extending out of the top with a white ball on the end of the rod. The height of the ball tells the amount of oil.



50c

Mr. Dealer:

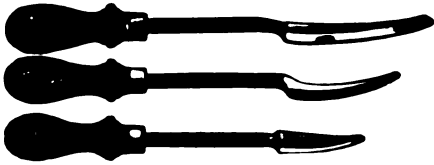
These gauges cost you \$4.00 per dozen f. o. b. 126 largest cities.

APCO MFG. COMPANY
DUDLEY ST., PROVIDENCE, RHODE ISLAND

MOUND TOOLS

FOR THE AUTOMOBILE

STANDARD FOR 20 YEARS



Bearing Scrapers
Carbon Scrapers
Chisel Sets

Send for Catalog

Pry Bars
Cotter Pin Extractors
Mound Tool Rolls
Offset Screw Drivers

Pacific Coast Representative

Mayrant Conner, 693 Mission Street, San Francisco, Cal.

THE MOUND TOOL CO., Dept. D, 7th and Hickory Sts., St. Louis, Mo., U. S. A.

Romort Automatic Air Valves

THE SERVICE STATION'S FRIEND

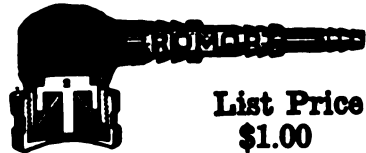
Style A



List Price
\$3.00

This Valve is a guaranteed device and has no equal for free air stations. Will withstand any rough or hard usage and abuse. Recommended for any free air station or air storage plant, repair shop or any station that is subjected to hard, rough usage. Air is released only when the Valve is pressed on to the tire and when disconnected is thrown down absolutely air-tight; the operator cannot waste your air. Will fit any size tubing, and comes equipped with the famous Romort Pump Connection Rubber.

Style B



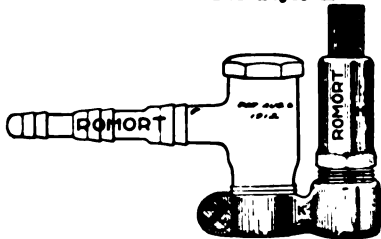
List Price
\$1.00

The Style B Automatic Air Valve is recommended to free-air stations requiring a small and inexpensive air device. Stem is made to fit any size tubing, and is automatic in opening and closing, and guaranteed to be positively air-tight. We strongly recommend this Valve for use of private or public garages, vulcanizers, tire repair shops, etc. Every Valve leaves the factory equipped with the Romort Pump Connection Rubber.

Romort Tire Tester Attachment

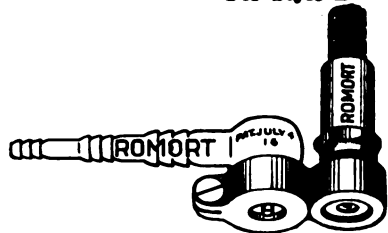
A GARAGE NECESSITY

For Style A



List Price, \$1.50

For Style B



The Romort Tire Tester Attachment is a device for attaching your gauge to either Style A or Style B Air Valves, and gives the service station a permanent holder for its gauge, ready for instant use by the public. Simply screw your gauge into the holder and you have a tire tester and tire inflator combined in one, and the old trouble of losing gauge is forever over. We sell only the holder attachment. Every garage with free air should be equipped with the Romort Tire Tester Attachment.

Caution—When ordering, state whether for Style A or Style B Valve.

FOR SALE BY ALL JOBBERS

Manufacturers,

ROMORT MANUFACTURING CO.

OAKFIELD, WIS.

Sales Dept.

THE ZINKE COMPANY

1323 Michigan Ave.
CHICAGO, U. S. A.

Retail Selling Prices in This Issue Are Revised Up to the Time of Going to Press.

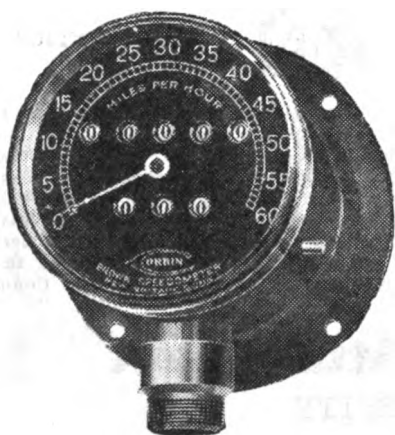
A Reliable Speedometer For Your Ford

THE Ford owner, lacking an oil gauge, must keep his mileage record accurately in order to renew the lubricant at proper intervals. Neglect of this safeguard may leave him with an oil-less motor some time far from a garage.

Many Ford owners never bother opening the petcock in the motorbase to learn the oil level. They simply supply a quart of lubricant for about every fifty miles of travel, as indicated by the

CORBIN-BROWN SPEEDOMETER

That saves them a lot of trouble and insures proper oiling. Experience has shown them that the Corbin-Brown remains perfectly reliable after seasons of hard usage.



The accompanying illustration shows Special Ford Bracket No. S-250. This bracket, though firm and rigid, can be adjusted to four positions by merely removing four screws. The driver can place it at the angle most convenient to his range of vision.

The Corbin-Brown for Fords is also furnished with complete, handsomely-finished cowl board if desired.

Write for Catalog



The Corbin Screw Corporation

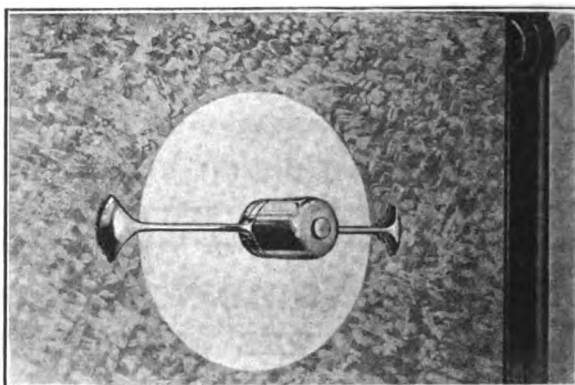
American Hardware Corporation, Successor
NEW BRITAIN, CONN.

Branches: New York, Chicago, Philadelphia

Makers of Corbin Duplex Coaster Brakes for Bicycles

AN EFFECTIVE WIND SHIELD CLEANER

Although simple in construction and easily attached, the Burke Centrifugal Clearsight, a plate glass windshield cleaner, manufactured and distributed by the Automobile Devices Company, 1619-21 Sansom street, Philadelphia, is attracting considerable attention in scientific circles, having been exhibited for the first time only recently.



Outside view of the wind shield, which is driven by a small motor at a terrific speed, keeping the driver's vision clear, even in a heavy snow storm.

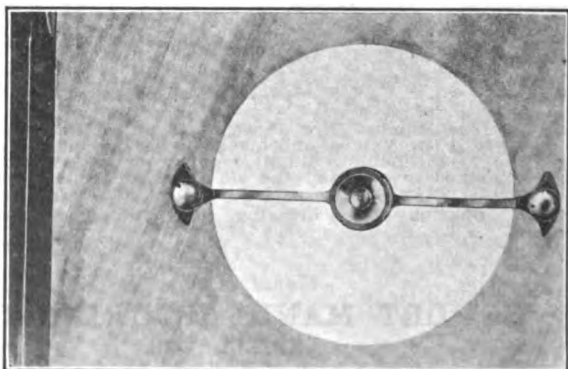
A plate glass disc, set in the wind shield of any make of motor car or truck, is whirled at 2,000 r. p. m. on fine ball bearings by a tiny motor, the centrifugal force throwing off rain, snow, sleet, mist or dust, thereby keeping the vision area clear in every kind of weather.

The small motor is driven by current from the car's regular batteries, the makers claiming that its operation costs less than that of a single headlight. Perfect balance and scientific precision of the instrument, it is explained, makes the high speed possible with minimum power consumption, there being no frictional wear and tear. A push button, installed in a convenient place on the regular instrument board, controls the current.

No repairs are necessary, it is claimed, the entire device requiring no cleaning or polishing. The motor is weather and rust proof, while its ball bearings are of a special type of fine alloy steel.

The diameter of the standard size plate glass disc is seven inches. All parts, except the glass, are of white metal, heavily plated with nickel or black gloss.

Although made especially for use on motor cars and trucks, the Clearsight also is adaptable for use on battleships, submarines and aeroplanes. While the standard size is seven inches, larger diameters are obtainable on short notice.



Inside view of this wind shield cleaner. A tiny motor driven by the car's batteries operate it.



Service—

that is what the user requires of an ignition battery—not only long service but the right kind of service. High amperage is an important item of service—so is rapid recuperation after use and very slow deterioration when idle. The

Red Seal Dry Battery

Is not only an ignition cell *par excellence* but it is
A Battery that is Suitable for Every Use

combining the qualities of efficiency, reliability, economy and long life in one, and is sold under the following absolute

GUARANTEE

WE AGREE TO CREDIT ACCOUNT, REPLACE BATTERIES OR REFUND AMOUNT PAID FOR THE BATTERIES INCLUDING TRANSPORTATION CHARGES IF THEY DO NOT PROVE SATISFACTORY



MANHATTAN ELECTRICAL SUPPLY CO., INC.

New York
17 Park Place

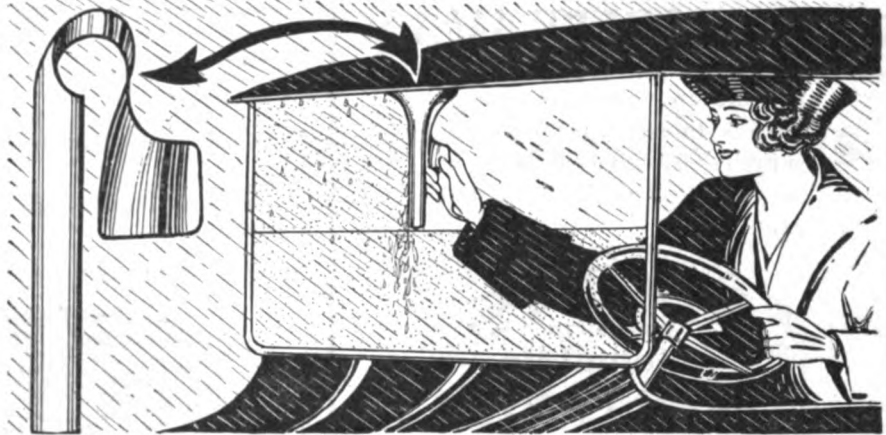
Chicago
114 So. Wells Street

St. Louis
1106 Pine Street

San Francisco
604 Mission Street

Factories: Jersey City, N. J.; Ravenna, Ohio.; St. Louis, Mo.

Here's
a Rapid
Seller
for You



KLEAR-SIGHT Windshield Cleaner

Send in your Advance Fall Bookings on Alcola Non-Freeze Solution. The best alcohol substitute. Now taking orders for Fall. Send for details.

See how simply it works. Just one easy motion across and in a jiffy the windshield is cleared of rain or mist.

Car owners are demanding Klear-Sight because it is big value. Works simply and efficiently. Can be slipped on or off any windshield instantly.

Ready for instant use from either side of shield. Handsome and durable. Made of sturdy steel with rubber squeegee. Heavily japanned. Price \$2.00.

ALCEMO MFG. CO., 101 Bridge St., Newark, N. J.

KOR-KER Tire Treatment absolutely seals punctures—stops slow leaks, keeps tires at normal inflation and reduces blowouts to a minimum. It preserves rubber—is not a filler. Don't class Kor-Ker with any other product which may have made claims to do what Kor-Ker actually does accomplish.

There's a big, liberal profit for you in Kor-Ker. Write for details today.

Are You Selling King Padlocks?

They are excellent sellers offering attractive profits for you.

Exceptionally **attractive** and strongly built, being made from a solid bronze casting bored out to receive mechanism.

17 to 31 tumblers form the locking hold. All tumblers are controlled by one spring, making the mechanism most simple.

THE KING LOCK works under the most **rigid** tests.

If you want to add a padlock to your line which needs no apology but which will sell readily and net you a **nice profit**, THE KING PADLOCK MERITS CONSIDERATION.

KING LOCK COMPANY

319 WEST OHIO STREET . . CHICAGO

THE RIGHT WAY

to build up your accessory business is to sell your customers supplies that give the best service — tires, "gas," oils or lubricants.

DIXON'S GRAPHITE Automobile LUBRICANTS

are the ones that give 100% service and are ever dependable. They will help you build a better business.

Write to us for Dixon's Dealer's Deal No. 230-G.

Made in Jersey City, N. J., by the

Joseph Dixon Crucible Company

Established 1827

RECENT CHANGES AND NEW MERCHANTS

Circleville, Ohio—Secrest-Shaner Co. succeed Secrest-Yates Hardware Co.

Cuyahoga Falls, Ohio—Mitchell Hardware Co. succeed Hardware & Builders' Supply Co.

Lorain, Ohio—Home Supply & Hardware Co.

Nashville, Ohio—L. H. Castell succeeds A. D. Castell & Son.

Nashville, Ohio—H. H. Martin succeeds McClelland, Martin & Son.

Alex, Oklahoma—Murdock & Neill succeed Norvill Hardware Co.

Anadarko, Oklahoma—Morris Leonard succeeds Duncan & Leonard.

Calumet, Oklahoma—Thompson Bros. & Son succeed C. C. Thompson.

Carmargo, Oklahoma—Secret Hardware Co.

Cleo Springs, Oklahoma—C. J. Chastain succeeds Chastain Hardware Co.

(Continued on Page 130)

CORRUGATED LOX-WASHER

Smith & Hemenway Company are placing on the market their "Red Devil" Corrugated Lox-Washer, which they claim will stick where others slip, having 6 points of contact, thus holding the nut with three times the number of points that other washers do.

They also claim that their washer requires $1\frac{1}{4}$ turns to loosen it, while similar washers require only a $\frac{1}{4}$ turn to loosen them.

They come in blue gunmetal finish, packed 1000 in a box, sizes up to nine-sixteenths inches—larger sizes 250 in a box, although the small sizes can be furnished packed 100 in a box, if desired.



These are put in assorted boxes, also for the convenience of automobile tool kits, retailing at 10c, 15c and 25c.

They will be glad to give full information to any of our readers upon request.

Of all sad words
Of tongue or pen
The saddest are these.
"It might have been"
WITH A
ROSE TIRE PUMP



Double-Triple and
Compound Tire Pumps
are Out-of-Date

Nobody will use one after trying
THE ROSE. "It's the Patent Valve."
DEALERS! Most jobbers handle Rose
Pumps and Grease Guns. If you do not,
write for samples.

J. H. HANEY & CO., HASTINGS, NEBR.

Manufacturers

Rose Tire Pumps

Rose Grease Guns



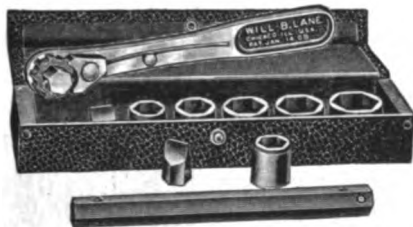
THE OLD
BACKBREAKING
WAY



THE ROSE WAY
EASY FOR A CHILD.

Lane's "Unique" Ratchet Wrench Sets

The Original Wrench of This Type

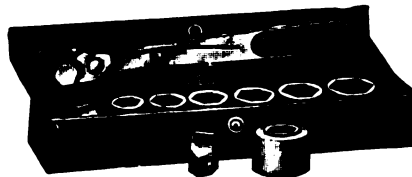


Ford Set

No experiment—No imitation.
No stamped parts—No castings.
All parts machine-made from high-
grade steel and case-hardened.

The Ford Set Contains:

- 1 handle 7 in. in length.
- 2 Screw-driver bits.
- 1 Extension bar 7 in. in length.
- Six sockets to fit all nuts and bolt heads on Ford car,
including the cylinder head.



Standard Set

Handles drop-forged.
Manufactured and sold for past 10
years on merit.
Handled by jobbers in all parts of
the world.
Every part fully warranted.

Standard Set Contains

- 1 Handle 7 in. in length.
- 2 Screw-driver bits.
- 7 Sockets to fit semi-finished hexagon nuts as follows:
U. S. Standard Nuts from $\frac{1}{4}$ to $\frac{3}{4}$ in.
A. L. A. M. Standard from 5-16 in. to 11-16 in.
Cap screw heads from 5-16 to $\frac{3}{4}$ in.

Manufactured
... only by

WILL B. LANE

180 NORTH DEARBORN STREET

CHICAGO, U. S. A.

Recent Changes—Continued From Page 128

Davis, Oklahoma—J. W. Caughan succeeds Wm. M. Moore & Co.

Davis, Oklahoma—C. H. Willis succeeds J. C. Page.

Elmore, Oklahoma—W. A. Taliaferro & Co.

Guymon, Oklahoma — Star Hardware Co. succeed Langston Hardware Co.

Hooker, Oklahoma — Haynes-Mayer Hardware Co. succeed Haynes-Fleming Hardware Co.

Lone Wolf, Oklahoma — Strange-Warren Hardware Co. succeed Strange Hardware Co.

Marietta, Oklahoma — Hardy-McKinney Hardware Co. succeed J. W. Scanlon.

Paul's Valley, Oklahoma—J. E. Goad succeeds Goad & Williams.

Ponca, Oklahoma — Eugene Smith succeeds T. Y. Myatt.

Prague, Oklahoma—D. E. Thomas & Co.

Purcell, Oklahoma—Morehead Hardware Co.

Purcell, Oklahoma—Smith Bros. Hardware Co. succeed Smith-Glasco Hardware Co.

Ryan, Oklahoma—Hillery Bros. Hardware Co. succeed Gwaltney & Underwood Co.

Sasakwa, Oklahoma—Sasakwa Hardware Co.

Sparks, Oklahoma—C. K. Thomas Hardware Co.

Stroud, Oklahoma—J. C. Comer Hardware Co. succeed A. B. Hester Hardware Co.

Sulphur, Oklahoma—H. J. Polk Hardware Co. succeed R. J. Carter & Co.

Westville, Oklahoma—Benton County Hardware Co. succeed Westville Hardware Co.

Wapanucka, Oklahoma—S. O. Youngblood.

Monitor, Oregon—Monitor Mercantile Co.

Agar, South Dakota—James Archer succeeds Edw. T. Ryan.

Bigstone, S. D.—D. M. Warford succeeds Black Bros.

Olivet, South Dakota—W. F. Wagner, Jr.

Trent, South Dakota—M. Lester succeeds Landenberger & Lester.

Tyndall, South Dakota—J. D. Merkel succeeds M. Weisser & Son.

Watertown, South Dakota—T. G. Lamm succeeds Towslee & Towslee.

McKenzie, Tenn. — Leach, Everett & Co. succeed Wrinkle, Moore & McAdams.

Crowell, Texas—M. S. Henry & Co. succeed Allee-Henry & Co.

Six of the Many Uses

Cleans, Smooths & Polishes Anything & Everything

A lightning cleanser and seller! Meets a multitude of needs for home, farm, dairy and shop.

CAN'T BE BEAT FOR—
 Cleaning, scouring and polishing aluminum, steel and iron kitchen utensils, sinks, stoves, bathtubs, basins, and fixtures, bric-a-brac, etc. Removing dirt, mud and rust from farming utensils, garden implements and tools; from autos, bicycles, carts, wagons and trucks.

Six Grades and Each the Best for a Special Use
 Your jobber can supply you with a trial gross of American Steel Wool in the ATTRACTIVE NEW HOUSEHOLD PACKAGE. Otherwise write us. Please write us for "Dictionary of Uses" and "Instructions for using."

AMERICAN STEEL WOOL MFG. CO., INC.
 Dept. "X" In New York City

Eliminating old coats of paint, varnish, shellac, etc., and rubbing in first fresh coat; also rounding off and smoothing down wooden surfaces.

Whatever, wherever the object is that needs to be cleaned or brightened AMERICAN STEEL WOOL is essential and incomparable.

Beautiful New Package



Don't Take Our Word For It

Prove It for Yourself with a Free Sample, and Prove It Without Any Cost to You

So confident are we that CRYSTAL - LAC will prove absolutely the best cleaner and polisher for automobiles. We want you yourself to be the judge. Try it out on your own car, then you will know the truth of what we say.

CRYSTL-LAC is a quick cleaner and polisher, which removes all grease, dirt and previous polish, leaving a mirror-like surface with an aristocratic luster.

CRYSTAL-LAC is a mechanical cleaner and polisher, therefore harmless; it contains no acid, alcohol, alkali or any substance harmful to the finest luster.

SHAKE THOROUGHLY

FOR AUTOMOBILES -
PIANOS - FURNITURE -
INSIDE FINISH -
VARNISHED OR ENAMELED
SURFACES - HARDWOOD
FLOORS ETC.



**LOOK FOR THIS
LABEL**

**ASK US FOR FREE
SAMPLE**

EVERY CAR OWNER A CUSTOMER FOR YOU

ADDRESS NEAREST OFFICE

Crystal-Lac Distributing Co.

Los Angeles

Seattle

San Francisco

LANE'S "H-C" Jack



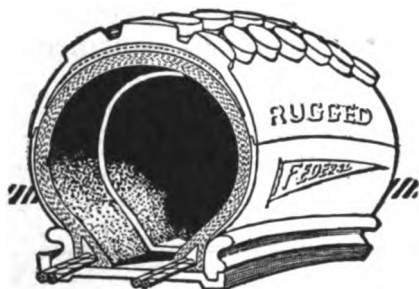
**Easily Operated You Keep Clean
Absolutely Dependable**

Handle is Jointed in the Middle for Storing Away

AT ALL SUPPLY HOUSES

Manufactured by

LANE BROS. CO., Poughkeepsie, N. Y.



For "Extra Service"

THIS Double-Cable-Base construction is one of the chief reasons for the remarkable mileage delivered by

FEDERAL Double Cable Base TIRES

Other features have helped win Federal's their name of "Extra Service" Tires.

There is more stock in them—side-walls are thicker—fabric and rubber are combined by a special Federal process.

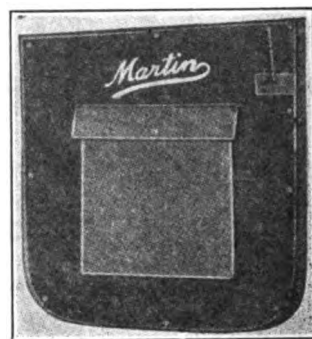
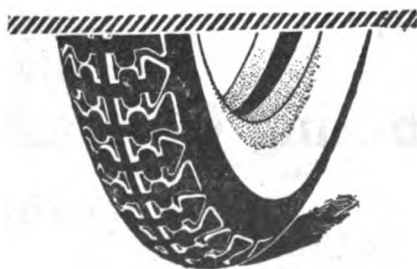
Ask us to demonstrate these facts.

W. E. & W. H. JACKSON

Wholesale Distributors

785-787 Mission St.

SAN FRANCISCO, CAL.



DOOR POCKETS FOR AUTOMOBILES

Here is a convenience for Ford and other cars, which is made by the Martin Mfg. Co. at Lancaster, Ohio, and are having a wide sale.

These pockets retail for \$1.00, but are sufficiently roomy to carry route books, pamphlets, small tools, etc.

The Martin Mfg. Co. make a wide variety of auto accessories which are illustrated in this issue. It will be worth while to get their catalog and prices.

A GOOD CHART TO DISTRIBUTE

Many car owners find it difficult to know just what lubricants to use in the various parts of their cars. They frequently use too heavy a lubricant in one part, or too light in another part.

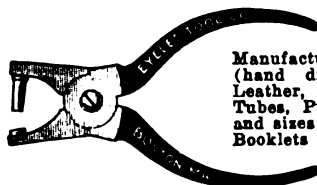
For the benefit of car owners the Joseph Dixon Crucible Co., Jersey City, N. J., has prepared a series of charts containing instructions for lubricating several of the most popular cars such as Reo, Studebaker, Hudson, Overland, Buick, Ford, Chevrolet, Dodge and Cadillac.

Dealers interested in obtaining a supply of these charts should address Dept. 230-G of this company and advise the number of variety of charts wanted.

The H. Shwarz Hardware Company, at Napa, Cal., are modelling their store to give them facilities for carrying an increased stock.



AUTOMOBILE ACCESSORIES CO. BALTIMORE, MD.



EYELET TOOL CO.

Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

**40 Lincoln Street
BOSTON - MASS.**



Manufactured by ECLIPSE MANUFACTURING COMPANY, Indianapolis, Indiana, U. S. A.



"A Great Net of Mercy Drawn Through an Ocean of Unspeakable Pain"

What Your Red Cross Dollars Do

An Accounting of Expenditures of the First Red Cross War Fund

Every one of the twenty million and more Red Cross members is entitled to this statement. Your local Red Cross Chapter can give you further details.

First War Fund Appropriations Up to March 1st, 1918

| Foreign Relief: | |
|--|------------------------|
| Relief in France | \$30,936,103.04 |
| Relief in Belgium | 2,086,131.00 |
| Relief in Russia | 1,243,845.07 |
| Relief in Roumania | 2,676,368.76 |
| Relief in Italy | 3,588,826.00 |
| Relief in Serbia | 875,180.76 |
| Relief in Great Britain | 1,885,750.75 |
| Relief in Foreign Countries | 3,576,300.00 |
| Relief for Prisoners, etc. | 843,804.00 |
| Equipment and expenses in U. S. of Personnel for Europe..... | 113,800.00 |
| Total Foreign Relief..... | \$47,325,609.38 |
| Restricted as to use by Donor..... | 2,520,409.57 |

| United States Relief: | |
|--|------------------------|
| U. S. Army Base Hospitals..... | \$ 54,000.00 |
| U. S. Navy Base Hospitals | 32,000.00 |
| U. S. Medical and Hospital Work | 531,000.00 |
| U. S. Sanitary Service | 403,000.00 |
| U. S. Camp Service | 6,451,150.86 |
| U. S. Miscellaneous | 1,118,748.41 |
| Total U. S. Relief..... | \$ 8,589,899.27 |
| Working capital for purchase of supplies for resale to Chapters or for shipment abroad | 15,000,000.00 |
| Working cash advances for France and United States | 4,286,000.00 |
| Total of War Fund Appropriations.... | \$77,721,918.22 |

At the close of the first year of the War the Red Cross goes to the public for the raising of the Second War Fund with a record of appropriations which warrants continued contribution to this great relief work. As an influential citizen of your community, join with your local Red Cross Chapter to make this campaign successful. Your Red Cross is the Army behind the Army. Give till your heart says stop.

Second Red Cross War Fund Week May 20-27

This Space Contributed to the Winning of the War by
McGraw Tire & Rubber Company, East Palestine, Ohio
 through the Division of Advertising, U. S. Government Committee on Public Information



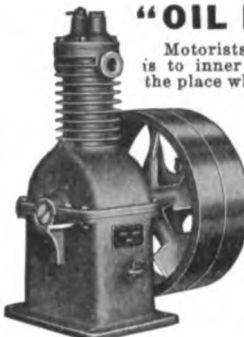
INSPECTION OF BRAKES IS URGED

The safety of the road and of the street is the object of a new nationwide movement among traffic officials, automobile experts and organizations, with the object of calling motorists' attention to the importance of the brakes and decreasing the number of preventable accidents due to imperfectly adjusted or defective brakes.

An official of the Motor Truck Club of America says that 60% of the accidents caused by brake trouble could be averted if motorists would only pay more attention to their brakes and have them inspected regularly.

The ultimate object of the brake inspection movement is to bring about compulsory inspection of brakes. In addition to traffic officials the movement has the endorsement of such men as Raymond W. Pullman, head of the police of the nation's capital; Francis M. Hugo, Secretary of State of New York; Arthur Woods, former Police Commissioner of New York City; T. D. Pratt, of the Motor Truck Club of America, and numerous officials of accident insurance companies.

The Motor Hardware and Equipment Company is a new enterprise at San Diego, California. This is the outgrowth of the wholesale department of the Auto Tire Company, which was formerly operated by George W. Colton and his associates. They are located at 1328-34 Fifth street, and will do a jobbing business.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill their tires with

CURTIS AIR-FREE FROM OIL

Five different sizes of compressor. 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.



BARREL PUMPS

Measuring and non-measuring. For Automobile Oils, Kerosene and Gasoline. Direct out of Shipping Barrel.

Visible Measuring Glass Dome

Can be attached to your Curb Pump now in use. Making your old equipment up-to-date. Show your customers amount of Gasoline you are selling them. Write today for literature.

THE GROETKEN PUMP COMPANY
AURORA, ILLINOIS



THE HUDSON SALES COMPANIES

G.L.W. SPRING OILER ATTACHED

BASIC U.S. PATENTS
APRIL 8, 1936 MAY 10, 1936

OIL HOLE
THE NEWEST
LEAF SPRING LUBRICATION SYSTEM

OIL FEEDING ONTO SPRING LEAVES

UNDERNEATH VIEW

STOPS Squeaks. Makes Your Car Easy Riding. Saves Tires. Wonderful Seller

Write for Dealers' Proposition Snaps On

HUDSON SALES CO.
7 East Jackson Boulevard, Chicago



Best Business Guarantee

Each item that offers 100% service guarantees the customer maximum satisfaction and steady profits to the dealer. To this active productive class belongs the powerful

SAMSON PUNCH

To workers in sheet metal, furnace piping, roofing, leather, paper, fabrics, etc., the Samson offers definite assurance of maximum service and satisfaction.

Samson capacity—sheet iron and soft steel up to 20 gauge; paper, cloth, leather up to 1/4". Tool takes 7 interchangeable punches and dies—sizes from 1/16" to 1/4" diameters. Drop forged steel, nickel plated. Made to last.

Sold on Every Continent on the Globe

MACHINE APPLIANCE CORPORATION, 351 Jay St., Brooklyn, N. Y.

"Star" Expansion Bolts

Trade Mark "SEBCO"

A PLEASURE TO SELL

Standard the World Over



STAR EXPANSION BOLT CO.

120 West Lake Street, Chicago

147-149 Cedar Street, New York

"CONSERVATION" GOWNS

Fred Stone, the comedian of "Jack o' Lantern," and Eugene Wood, whose stories and essays are well and pleasantly known, met on Broadway recently. They stopped for a moment to exchange a few cheerful views, when a woman in a particularly noticeable wool conservation gown passed. Simultaneously, Wood turned to Stone; Stone turned to Wood; then both turned to rubber.

The Chambers Hardware Company, of Eugene, Ore., is remodeling their store room and installing up-to-date fixtures in their store and office.

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAIL 15 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; Display matter included.

| | |
|--|---------|
| Dealer's Assortment (30 Doz.)..... | \$33.00 |
| Jobber's Assortment (12 Doz.)..... | \$13.50 |
| Open Stock, all colors, per gross..... | \$14.40 |

2% Freight allowance, F. O. B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MONTAUK PAINT MFG. CO.

169-173 Second Ave., BROOKLYN--NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

FREE SAMPLE AS A TRIAL

When a manufacturer is willing to stand back of his product, and send you a free sample, that you can try on your own automobile—you alone to be the judge as to its value, is pretty good evidence as to its merits. That is what the Crystal-lac Distributing Co. are perfectly willing to do.

Crystal-lac they claim to be a superior polish. If you have tried good polishes, they claim Crystal-lac will be better—that it quickly cleans, removing all dirt, grease and previous polish, leaving the car with a mirror-like surface that is lasting.

They will gladly send you a free sample, if you will but ask for it. They are creating a large demand for their product, which brings repeat orders.

Whether you are from the "show me state" or not, they want the opportunity of proving to you what they say.

Supplee-Biddle New Catalog

The Supplee-Biddle Hardware Company have recently issued for the trade, a new automobile accessory catalog of almost three hundred pages, showing everything pertaining to automobile accessories, garage equipment and shop supplies. The catalog has been materially enlarged, showing a complete automobile accessory line, and they will be glad to send it to any of our readers on request.



EVERY Hardware Dealer should know the merits of Noahs Pitch.

Write today for a generous sample

Suggest to your customers that a can of Noahs Pitch is handy to have in emergencies. Comes in Big - Mouthed Cans. One Pound and Up.

Noahs Pitch

A Carey Product that Stops All Leaks

IT WILL PAY you to stock NOAHS PITCH for it stops leaks in any roof. You can recommend it safely for leaks of all kinds. Can be applied easily with a trowel or table-knife by anyone, without heating. Will adhere to any surface, wet or dry.

Instantly seals all leaks in roofs, gutters, around chimneys or skylights. Invaluable to the farmer for it keeps his silo water-tight. Wood sills of greenhouses last longer when set in Noahs Pitch as it prevents decay. You can quickly calk a boat with it.

The Philip Carey Company

232 Wayne Ave.

Cincinnati, Ohio





MAKES YOU A REAL FISHERMAN

Years ago, long before he could talk, Jack Lloyd knew how to fish. As a child he would hunt up the mud ponds and catch minnows and pollywogs, but as he grew older he hunted ponds and lakes where he could get better results.

When, a few years ago he first went to Big Bear Lake in the San Bernardino Mountains, he was sure he had found his heaven.

The spinner and tackle to be bought at the stores did not catch fish quick enough or large enough to suit him, so he started making tackle to suit himself. The result was the present well-known J. L. Special Trout Spinner, which is a silver triple blade spinner. The big silver hand-hammered flasher is at the top of a two-foot piano wire leader. At the bottom are two smaller blades and below that, are fastened the hooks. It is conceded by the sportsmen and all fishermen to be the one spinner that will pull the big beauties out of any lake.

There have been several well-known people who say that the J. L. Spinner hypnotizes the fish into biting.

One day as Jack and another well-known fisherman were trying their luck, the pole suddenly bent double and Jack gave it a sudden jerk. He started reeling in as usual, when with a mighty jump a big four-rounder cut an arc through the air and landed in the boat at his feet. Both Jack and the other man swear as to the truth of this story, but both also say that the trout was simply trying to swallow the entire spinner and that was the cause of its mighty muscular effort. This little fish story is only one of many similar experiences Jack has had with his pet spinner. The perfection of his tackle in catching fish has been the cause of many trying to imitate his spinner, but they were only imitations and did not succeed.

Jack spends his summer at Big Bear Lake and is always ready to prove the fish catching habits of his spinner.

The above cut shows a few of the beauties Jack brought in after spending a couple of hours on the lake. Of course he tries to stay within the limit as prescribed by the law, but he has been known to go over the limit and the game wardens watch him rather closely, as they have a great respect for the J. L. Spinner.

The Escondido Hardware Company of Escondido, Cal., report a good business and a splendid season's outlook.



12-HOUR SERVICE

On Tennis Racket Restringing

DEALERS can guarantee 12-hour service on tennis racket restringing from the time the racket reaches our restringing factory until it is on its way back to you. It will be impossible for any dealer to make more satisfactory arrangements than this, for we manufacture our gut in our own factory, where we have the advantage of being able to select exceptionally high quality gut and get it at the lowest prices. All of this work is done by experts who thoroughly understand tennis racket restringing, and who will be sure to turn out a first-class job.

We will supply dealers with canvas containers that will hold from one to five rackets and which can be sent through the mail. Write us today for full particulars regarding this exceptional service.

THOS. E. WILSON & CO.

701-703 No. Sangamon Street, Chicago

PUSH THE "CLEAN-UP" CAMPAIGN ALWAYS

Because it pays.

Because the campaign preaches cleanliness.

Because it increases property values.

Because good citizenship is good business.

Because the campaign offsets "hard times" and high prices.

Because the campaign means increased prestige to you as a business man.

Because the campaign brings publicity which would otherwise be impossible to get.

Because the campaign introduces many new customers to your store whose later business will prove very profitable.

Because more than 10,000 communities push Clean-Up and Paint-Up campaign work this year and you want your town in evidence in the list of live towns.

Because it eliminates fire risks and reduces insurance premiums. As a result of the campaign in Cincinnati that city reduced its fire insurance premiums \$160,000 a year in the downtown section alone.

Because better homes mean better work, less sickness, better home towns. Clean-Up and Paint-Up can achieve all. Rightly some one has said, "The paint man of today is the medicine man of the future."

Because, "As a stimulator of trade the Clean-Up and Paint-Up campaign has never

been equaled. As a movement for better living conditions, it will probably never be surpassed."

Because the women will help. "I have been very much interested and gratified by the fact that any business could take up such a good civic campaign. I shall be glad to be a part of it."—Mrs. Philip North Moore, past president general Federation of Women's Clubs.

Because of the Clean-Up and Paint-Up spirit is contagious, many town campaigns have practically resulted in a refurbished county. "It hardly needs any argument to convince any one that a well painted home or barn would naturally be appraised at a higher value than one not so renovated."—Secretary Flannagan, Federal Loan Board.

HANDLE THE BEST

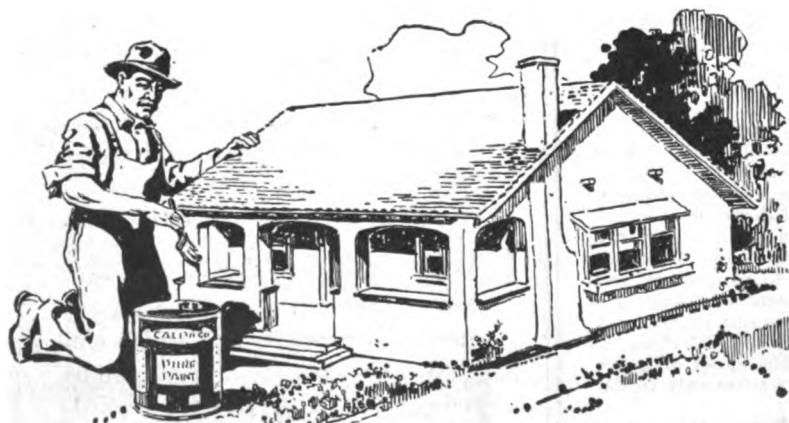
"We believe that it is well for the hardware man to carry automobile accessories, not only the usual accessories, but such as tires, oils, etc. Again we want to emphasize in the accessory line, as we do in all other lines of hardware, and house furnishings to handle the best only. Give the consumer good service and personal attention."

DICKERMAN HARDWARE CO.

Wisconsin.

If you can't go, you can send.

SATISFACTORY and PROFITABLE



Water Tight

Good Painters use Cal-Pa-Co Pure Paint when they have a particular customer to please

CALIFORNIA PAINT CO.
OAKLAND, CALIFORNIA

JOBBERS

Hammond Lumber Co.,
Los Angeles
Stayner & Daly, Salt Lake
Kelly, Thorsen & Co., Portland



No other manufacturer uses greater care in making 100% Pure Paint.

Cal-Pa-Co products combine only the best ingredients under the direction of the most skilled paint chemists.

The California Paint Company — manufacturing Cal-Pa-Co paints, varnishes and enamels for over 50 years — took five first awards at the Panama-Pacific International Exposition.

It will pay you to write for dealers' special agency terms.

"Our Standard"



A Perfect Paint for Outside Painting. In different shades. Most Lasting.

R. N. NASON & CO.

San Francisco, U. S. A.

MAKERS

Paints, Colors, Varnishes, Lubricating Oils and Greases

JOBBER'S

Brushes for Painting, Glass Mirrors, Etc.

FOREIGN PACKING OF SHIPMENTS A SPECIALTY

WRITE FOR LITERATURE, CATALOGUES AND PRICES

The Attaway-Latham Hardware Company are building a warehouse, to enable them to carry an increased stock of implements and tools, at Phoenix, Ariz.

The Cochise Lumber Company, who also handle hardware, at Bisbee, Arizona, report a very satisfactory season, and expect to keep busy throughout the year.

D. P. Donovan announces that he has sold his business at Nezperce, Idaho, to the Nezperce Hardware Company, who will continue the business in all lines.

The Colton Hardware and Furniture Company, of Colton, Washington, of which Messrs. Kirk and Munson are the proprietors, have disposed of their stock at auction.

H. H. Dale, a hardware merchant at Santa Ana, Cal., is having erected for him a new building, which will be occupied as soon as completed, and will add materially to his stock.

The Palouse Hardware and Implement Company, Palouse, Washington, of which James Throop was the proprietor, has sold his interest to T. E. Boone, who will take over the active management.

The Garnett-Corey Hardware Co., at Medford, Ore., has been succeeded by Garnett Brothers' Hardware Co. H. C. and Ben Garnett, who have been active in the Garnett-Corey Hardware Co., comprise the new firm, and they plan to do a strictly cash business.

GEOGRAPHICAL TALE

Two British soldiers went into a restaurant at Salonica and asked for Turkey with Greece. The waiter said:

"I'm sorry, gentlemen, but I can't Servia." Whereupon the Tommies cried, "Fetch the Bosphorous!"

When that gentleman arrived and heard the complaint the manager said:

"Well, gentlemen, I don't want to Russia, but you cannot Rumania."

And so the poor Tommies had to go away Hungary.

Holloway & Spittler have purchased Hook Bros. hardware store, at Perris, Calif., and have taken possession.

The Concord Hardware & Plumbing Company are adding a line of crockery and house furnishings to their stock, at Concord, Cal.

H. P. Fites, of Brawley, Cal., is building an addition to his establishment, in order to give him facilities for carrying an increased stock.

H. N. McKie announces that he is the owner of what is known as the Broadway Hardware Store, 720 Broadway, Los Angeles, and that he will continue the business under the same name.

QUALITY

PAINT

PRODUCTS

WRITE FOR ATTRACTIVE
DEALER PROPOSITION

Brininstool

— Since 1894

THE BRININSTOOL CO.

LOS ANGELES.

Manufacture A Complete Standardized
Line of High Grade Paint Products

New Goods and Specialties

WAR POSTAL SCALE



The Pelouze Manufacturing Company have placed on the market a war postal scale, which complies with the new postal rates effective last November. This attractive postal scale is finished throughout in gold bronze. It has a capacity of two and one-half pounds, by half ounces. It is made with double upright supports. It gives the exact postage in cents on all mail matter. The Pelouze Manufacturing Company, or their jobbing representatives will be glad to give full information to any of our readers upon request.

RECORD SHIPMENT OF RAZORS FOR GOVERNMENT USE

When the Government issued their call to the manufacturers of the country for the mobilization of its industries for supplying the materials necessary to equip the Army and Navy, one of the first establishments to put their factory at the disposal of the Government was the Geneva Cutlery Company, makers of the Genco razors. This company pledged itself to give any Government requisitions right of way in its factory.

On the morning of May 7th, at 9:00 o'clock an order was received for 10,000 completed razors. This order reached the office of the company at a time when they were more than 100,000 dozen oversold and were putting forth every effort to give their regular customers the best service possible under most extraordinary conditions.

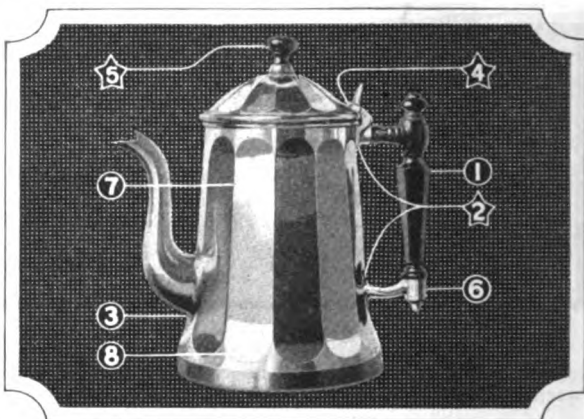
In spite of this fact the decks were immediately cleared for action and every available part of the highly efficient Genco plant was given over to the attention of this Government order.

During the same day upon which this order for 10,000 razors was received, the entire order was completed, packed and delivered to the railway company for shipment, thereby establishing a record not only for their own plant but undoubtedly for any establishment of its kind.

An additional indication of the desire of the Geneva Cutlery Company, to be of real service to the Government during these times is the fact that this immense order was turned over to the Government at a price approximately 5 per cent above the actual manufacturing cost.

The plant of the Geneva Cutlery Company is the largest factory in the world devoted exclusively to the manufacture of high grade razors and not only does its output exceed very materially the claimed production of the largest German factories before the war, but it is now four times greater than the combined output of all razor manufacturers in this country.

John H. Rodeman, an enterprising hardware and implement dealer, of Jefferson City, Missouri, is making extensive improvements in his hardware department to make room for increasing his stock. He reports a splendid business and a good outlook.



STRIKING ADVERTISING PRESENTATION

Last month there went through the mails an unusually attractive piece of advertising literature, beautifully illustrated, entitled "Here Comes the Bride."

This was one of a series of announcements to the trade featuring Mirro Aluminum, the season's selling sensation. Among other things it spoke of the advantage afforded by the big spring drive on this popular line, an important feature of which was the big national advertising campaign in Saturday Evening Post and Good Housekeeping, proofs of which were also reproduced in the announcement.

All in all the Mirro advertising campaign has been markedly different and one calculated to stimulate consumer demand to the direct advantage of Mirro dealers. The advertising deals in no uncertain way with Mirro features of excellence which are bound to appeal to discriminating purchasers of aluminum.

The fact, also, that this line is made by one of the world's largest concerns manufacturing aluminum ware, a concern with twenty-five years' experience in this field, constitutes a further factor of merit and confidence, of significance to dealers and the buying public alike.

Mr. George Vits, president of the Aluminum Goods Manufacturing Company, Manitowoc, Wis., says that Mirro has come up to their every expectation, both as to quality and sales. He says that now Mirro has been so successfully launched on its advertising career, it will be their aim always to keep it prominently before the public in a big national way, having in mind not only an ever increased output, but also the interests of Mirro dealers through whom alone all sales shall be made.

A USEFUL PUNCH

The Machine Appliance Co., Brooklyn, New York, are manufacturers of the Samson Punch, which has a wide variety of uses.

It is adapted for sheet metal work, furnace piping, roofing, leather, paper, fabrics. Any place where a punch can possibly be used the Samson punch will meet every requirement.

The same tool uses seven interchangeable size dies from 1-16 to 1/4 inch diameters. They are made of drop forge steel and nickel plated, and are sold by leading jobbers and supply houses everywhere, or the manufacturers will be glad to give full information to any of our readers upon request.

ORNAMENTAL CORNER IRONS AND MENDING PLATES

No. 998½ and No. 999½.



The accompanying illustrations show two new items which The Stanley Works recently added to its large line of Wrought Steel Corner Irons and Mending Plates. No. 999½ Ornamental Corner Iron is made in sizes ranging from 3-8x2½ inches to 1½x8 inches, and is furnished in bright steel and brass plated.

Packed in cartons with screws to match.

No. 998½ Ornamental Mending Plate can be obtained in sizes ranging from 2 to 10 inches, in length, and is furnished in bright steel and brass plated.

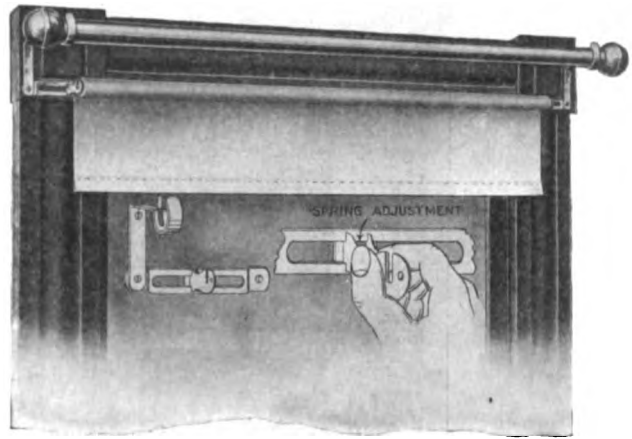


Packed in a carton with screws to match.

For further information, prices, etc., write to The Stanley Works, New Britain, Conn.

G. M. Hurley, of Salem, Oregon, has engaged in partnership with Ralph Feige in the plumbing business.

The Ilwaco Hardware and General Supply Company of Ilwaco, Wash., conducted by J. H. Doupe and Charles F. Rogers, report a very satisfactory season.



THE PERFECTION CURTAIN AND SHADE FIXTURE

The Beaton & Cadwell Manufacturing Company, of New Britain, Conn., are putting on the market a new Perfection Curtain and Shade Fixture. These fixtures can be put up by anyone with a screw driver. The entire fixture is made of steel, is neat, and looks good when up. It saves tenants buying new fixtures when moving into a new house, makes a combination to care for and provides fixtures for both curtains and shades whenever wanted. Can be used separately or in combination. They have been introduced and used successfully for several years. They are furnished in old brass, oxidized copper, hand buffed nickel, and plain nickel; special finishes to match hardware of any building can be desired. The Beaton & Cadwell Manufacturing Co. will be glad to give full information, and send sample.

J. J. Fairchild has sold his hardware and implement business at Denair, near Hughson, Cal.

SAVED FROM THE FIRE DEMON

When G. E. Cole, proprietor of the Cole Hardware Company, Carnegie, Okla., purchased the automatic fire doors shown on the side of the building in the accompanying photograph, a half block of frame buildings stood in the foreground of the picture—where the tile and machinery appear. That was in 1910.

Two years later (1912) the frame buildings caught fire, a strong south wind carrying the flames directly against the Cole Hardware Company's building. The whole block and in fact the entire business district of Carnegie were likely to be swept by the onrushing flames. As the flames approached the Cole store, however, the fire doors automatically closed, sealing the wall tightly against the Fire Demon which threatened its destruction, blocking the flames absolutely and confining their devastation to the half block mentioned. In the words of Mr. Cole himself, who was in his place of business at the time, "I would not have known there was a fire out there by the way things were in the store."

This photograph was taken in February, 1918, six years after the fire. The fire doors have been repainted and the hardware is intact and as rigid as ever, presenting an impressive testimonial to the value of fire door protection. These doors and automatic fire door hardware were made by the Richards-Wilcox Manufacturing Co., Aurora, Ill.

The R.-W. Company have published a book entitled "Richards-Wilcox Fire Door Hardware," which illustrates and describes in detail the various types of fire door equipment manufactured by them to cover all possible doorway conditions. This book they will be glad to mail without obligation, as well as furnish particular information and prices covering individual requirements to anyone sufficiently interested to address a card to the Richards-Wilcox Manufacturing Co., Aurora, Ill.





"SCREEN DOOR HARDWARE"

is the name of a new eight-page folder illustrating a few of the best selling items of Screen Fixtures and Trims made by the Watrous-Acme Mfg. Company, of Des Moines, Iowa. The Stanley Works of New Britain, Conn., is the sales agent for all Watrous-Acme products and is the publisher and distributor of this new folder.

The folder is designed for retailers to pass out to their customers. A liberal space is left at the bottom of the cover where the dealer's name and address may be prominently printed. All reference to the manufacturer is omitted until the last page.

These folders, imprinted, will be sent in reasonable quantities on request from any hardware dealer who is selling any of the following Watrous-Acme Screen Door Catch No. 210, Screen Door Latch No. 129, Screen Door Spring Hinge Sets, Nos. 1156, 1157, 1158 and 1159, Screen Door Brace Sets No. 27, and Poreh Screen Couplings Nos. 16 and 17, all of which are illustrated and described in the folder.

PLASTERERS' AND MASONS' TOOLS

Attention is directed to the announcement of William Rose & Bros. on their line of tools for plasterers and masons.

Wm. Rose & Bros. have specialized on tools for plasterers and masons, and their line is most practical. They have had the benefit of advice and suggestions from these mechanics, hence a merchant knows that in stocking the Rose line he is handling tools that will prove satisfactory to their trade.

Their line is sold by the leading jobbers generally, and either they or their jobbing connections will be glad to give full information to any of our readers upon request.

THE ATLAS TACK LINE

The Atlas Tack Co., Fairhaven, Mass., who are said to be the largest and oldest manufacturers of tacks and small nails in the world, manufacturing twenty thousand kinds and sizes in iron, steel, copper, brass and zinc, as well as electro-plated, galvanized, tinned, enameled and japanned for every purpose, directs attention to their line, which is sold under their registered trade-mark, as shown on page 5 of this issue.

They will be glad to give further information to any of our readers upon request.



A GOOD SALESMAN

Oneida Community are featuring their Par Plate Silverware, furnishing to the trade a green leatherette display counter case, which serves as a stock assortment of staple samples, as well as a salesman.

The price of each article is plainly printed, and the cover, when raised, gives full information. Wherever these display counter cases are shown they are proving splendid sales-makers.

They are glad to give full information to any of our readers upon request.

ADVERTISEMENTS OF ENORMOUS INTEREST.

There is one thing I want to say concerning the **HARDWARE WORLD**. The advertisements appearing therein are of enormous interest to me. In fact, if I don't get time to read your magazine thoroughly, as I should, and do, I always take time to read the advertisements first.

J. A. ADDLMAN.

LIBERTY ADJUSTABLE CULTIVATOR-WEEDER

The J. E. Gilson Co., of Port Washington, Wisconsin, have issued a very attractive booklet in colors on their Liberty cultivator-weeder, illustrating and describing the well-known Gilson garden tools.

The Liberty Cultivator leaves the soil thoroughly stirred, and in fine condition for absorbing heat and moisture, and is ideal alike for preparing the seed bed, as well as for cultivating the maturing plant. They are made in a variety of styles and sizes, with attachments that make the Liberty garden tools everything that can be desired, whether for the professional gardener, the amateur, or the woman in her conservatory or home garden. They will be glad to give full information to any of our readers upon request.

EVERY FAMILY NEEDS THEM

The Kerr Wire Products Co., of 325 West Randolph Street, Chicago, are successors to the Handy Manufacturing Co., manufacturers of the well known line of Handy fruit jar holders.

This institution was established first at Seattle, Wash., but moved their factory to Chicago, on account of the increasing demand for their products from all sections of the country, and they desired a more central location. These holders are a proven repeater. They are made in one size only, but fit pint, quart and half gallon jars.

Undoubtedly the demand this year will be larger than ever, but the increased facilities of the Kerr Wire Products Co., and their central location will enable them to fill all orders promptly. Orders may be sent to your nearest jobber, or the manufacturers themselves will be glad to send samples and prices to any of our readers who may be interested.

NESCO HOME CANNER

Since the government has taken control of the food supplies of the United States and has requested citizens to conserve in every possible way, many devices have been brought out to enable economical preserving of food. The cold-pack method is the one that is particularly recommended by the government in Farmers' Bulletin No. 839. Steam is coming more and more to be recognized as an efficient method of processing both fruit preserves and vegetables. Pressure canners are sometimes used, more for large output than others.

A new device that makes use of the cold-pack method and affects the processing by the use of steam is the Nesco Steam Home Canner. This article consists of a bottom pan about ten inches in diameter, which holds the water used to create the steam, and two upper vessels, each with holes perforated in its respective bottom, which are set above this lower vessel—one story above another. The steam rising from the lower vessel through the holes of each of the vessels effects the sterilization of the jars contained within each vessel.

This canner is suitable for home use; set over one burner of a range or stove it is economical as to consumption of fuel. Each vessel will hold four one-pint Mason jars, or two one-quart Mason jars. The processing is carried on while other jars are being prepared. The time required is not of great length. A full and complete table, corresponding to that furnished in the Farmers' Bulletin mentioned is the standard and gives satisfactory results.

It is well for retailers to join in this movement by investigating the different devices and conducting individual campaigns among their own customers for more home preserving.

Charles E. McReavy, of the Raymond Hardware Store at Raymond, Washington, has sold his holdings to Ernest Hawthorne, of Tacoma.

The Toledo Hardware Company of Toledo, Wash., have purchased the stock of hardware, house furnishings, etc., of Fred Williams, and consolidated it with their own.



YOUR STORE APPEARANCE INFLUENCES YOUR SALES

There is nothing more true than that appearances count either for or against a merchant in making sales.

It doesn't make any difference whether you cater only to the trade of men, they are unconsciously influenced by the appearance of a store almost as much, if not more, than women.

Mechanics or farmers coming into your store in their "every day" clothes are influenced by a neat and attractive appearance in a store as much as they are in the home.

Hence the importance of having your store present an attractive appearance. Nothing will contribute more to this than to have the proper hardware store fixtures. An investment in hardware store fixtures is not made for a day or for a month, but to last indefinitely. Price alone is not the only thing to be considered in having the proper kind of fixtures.

The Duluth Show Case Co., Duluth, Minn., are manufacturers of Duluth Sectional Hardware Store Equipment of the best quality skilled labor and material can produce.

They furnish an interesting catalog showing their complete hardware store equipment, which they will be glad to send to any of our readers upon request. It is worth having. Write them for it.



RICHARDS-WILCOX SLIDING DOOR HARDWARE

The Richards-Wilcox Mfg. Co., Aurora, Illinois, have prepared an attractive fibre board sign 21½ inches long by 14 inches wide, printed in black on a buff background, illustrating their distinctive sliding door hardware, for barns, warehouses, residences, churches, garages and schools.

In fact they make a hanger for any door that slides. This hanger is furnished with a silk cord so it may be hung, and at the back there is a substantial cardboard easel, by which the sign could also be used as a counter display.

They furnish these signs to any merchant without cost.

While the reading matter advertises sliding door hardware generally, the illustrations are of their Slide-ite Garage Door Hardware, showing both the interior and exterior views with doors open and closed.

The Richards-Wilcox Mfg. Co. will be glad to give full information to any who ask.

THE MARSH-AYER MITRE BOX

Manufactured by the H. C. Marsh Co., Rockford, Illinois, and is recognized as the best and most practical boxes of the kind.

Their boxes may be obtained from the leading jobbers or any of their sales representatives mentioned on page 36 will be glad to give full information to any of our readers.

REMARKABLE GROWTH OF STANLEY WORKS DURING 1917

Last year was a very remarkable one in the growth of the Stanley Works. A few figures may be interesting in this connection.

The total area of land owned and occupied in New Britain by the Stanley Works on January 1, 1917, was about 33 acres. During last year 61 acres were added to the New Britain plant, making 94 acres in all.

Because of this large increase in land, changes were necessary in the transportation facilities. It is now almost a mile from the east to the west end of the New Britain plant. Nineteen hundred seventeen began with about one mile of full gauge railroad track. An additional half mile was built last year and another half mile of track will be constructed during 1918. A narrow gauge industrial track one and one-half miles long at the beginning of last year was increased to over two miles. The Stanley Works now has four electric storage battery locomotives and the fifth is on its way.

Besides the industrial railroads, a large part of the material is handled on two electric industrial trucks and two electric tractors. The elevators in the new buildings have been so constructed that these trucks can be taken to the upper floors in the building, and thus save considerable rehandling. In addition to the trucks already mentioned, the Stanley Works in connection with its New Britain plant now owns and operates one three-ton electric truck, two three and one half-ton Packards, one five-ton Packard and one five-ton Packard.

Two large buildings were put up during 1917, one at the extreme east end of the plant which almost doubled the Stanley Works warehouse facilities, and a factory building at the west end of the plant. These two buildings alone contain about two half acres of floor space. Besides them there have been constructed several smaller buildings and two large buildings for hot rolling steel mills, making the total floor area in the New Britain plant at the present about 15½ acres.

During 1917, the Stanley Works enlarged its power plant by completing a long distance transmission line to bring in electricity from its new plant on the Farmington River. This added about 50 per cent to its power, and helped the Stanley Works in no small degree to keep its plant running this winter.

The illustration shows a shipment of machinists' scraping tools recently made by the Mound Tool Company of St. Louis to New York City. These scrapers are principally used for scraping valves, babbitt metal, journals, bearings, etc. This type of scraper has been adopted and is being extensively used by the U. S. Navy and by all large automobile and machinery manufacturers.



NEW FEATURE OF "XXth CENTURY" BOTTLE COOLERS

Cordley & Hayes, 7-9 Lombard St., New York City, are now furnishing "XXth Century" Bottle Coolers equipped with new White Porcelain Drip Tray, instead of the open glass drip tray with which these coolers have been equipped heretofore. This new porcelain tray is better looking and stronger than the opal glass tray and minimizes the danger of breakage. It is very easy to clean and much superior to a metal drip tray, as formerly used on practically all makes of bottle coolers. It marks one more step forward in the way of the sanitary advantages of the "XXth Century" line of bottle coolers.

Recent Changes—Continued From Page 130.

Ennis, Texas—Craig Hardware Co. succeed E. E. Craig & Co.

Gainesville, Texas—Schad & Pulte.

Davenport, Washington — Denson & Cassels Co. succeed Denson & Son.

Seattle, Washington—Buckeye Hardware Co.

Bagley, Wisconsin — Tilden Brodt succeeds J. T. Clifton.

Blair, Wisconsin—E. C. Hanson succeeds Hanson & Johnson.

Cadott, Wisconsin—Herman Friess succeeds E. H. May.

Casco, Wisconsin — Richard H. Wunsch succeeds Thomas Drury.

Elroy, Wisconsin — Fresley & Grimshaw succeeds Chas. Nernd.

Independence, Wisconsin—L. W. & E. E. Runkel succeed Larson & Short.

Manitowoc, Wisconsin—Worel Hardware Co.

Business Opportunities

FOR SALE.

I want to sell my entire stock of Sherwin-Williams Paints and Varnishes. Martin Englehart, 2538 Lincoln Ave., Chicago, Ill.

FOR SALE.

Clean stock of general sheep and builders' hardware in live Eastern Illinois city. Well equipped tin shop.

Address "Hardware," care HARDWARE WORLD.

POSITION WANTED.

Experienced plumber, steamfitter and sheet metal worker wants steady position. With hardware company preferred. Can figure or estimate all work. Tyrrell the Plumber, Devils Lake, N. D.

FOR SALE.

A good paying hardware business, will sell at invoice price, which will be about \$12,000. Reason for selling, want to retire from business. Reasonable rent, or will sell building. S. F. W., care HARDWARE WORLD.

WANTED

Distributor for highest grade mechanics' tool chest. Advise lines handled, territory covered, class of dealers reached and commission wanted. Prefer established manufacturer's representative traveling several men. Address Union Tool Chest Works, Rochester, N. Y.

FOR SALE.

Hardware store, with plumbing shop, in one of the best grain and fruit growing sections in California.

Old established business. Only \$5,000.00 cash capital required, and satisfactory terms for balance.

Address, R. P. Burr, P. O. Box 596, Sacramento, Cal.

FOR SALE.

Good paying hardware business in the best city in Idaho, doing a good business. 10-year lease, brick building 140x30 feet, with large basement. A-1 location. Stock and fixtures about \$40,000.00. Reason for selling, owner wants to retire from business. Address C. P. I., care HARDWARE WORLD.

HARDWARE SALESMAN WANTED.

Must have not less than five years' experience, and must be competent stockkeeper.

This store carries a \$50,000 stock of hardware and implements in a thriving Southern Idaho town.

A good opportunity for a hustler who is willing to work for advancement.

Address M. H. Company, care HARDWARE WORLD.

FOR SALE.

Clean, well balanced stock of hardware and implements in Idaho town. Center of sheep and mining country. Richest county in state and growing rapidly. Will invoice about \$17,000 and \$60,000 business last year. Good reasons for selling and terms to right person. Unusual opportunity. No agents. "S. I.," care HARDWARE WORLD.

FOR SALE.

Old established general merchandise country store for sale at a discount.

Making money, reason for selling war-draft, will invoice about \$10,000. Yearly sales nearly \$60,000; principal part hardware and groceries.

Located in one of the best wheat districts in Whitman County, Washington.

Will stand closest examination.

Write owner, 205 Eagle block, Spokane, Wash.

A GOOD BUY.

Good clean stock of hardware—about \$6,000. Will sell at invoice.

The business is located in a lively city on Grays Harbor, Washington.

Sales from \$18,000 to \$20,000 a year.

Will stand investigation.

Address "U. H.," care HARDWARE WORLD.

AN A1 OPPORTUNITY.

An old established hardware business located in one of the best towns in the Sacramento Valley, California. Stock will invoice about \$10,000.00. Owing to death of senior member of firm, outside interests require personal attention of other member. This is an unusual opportunity to step into a splendid paying business, good central location. Will either sell or lease building. Will bear fullest investigation. Address H. Mitchell & Son, Colusa, California.

MANAGER RETAIL HARDWARE STORE WANTED.

We want a live, up-to-date, thoroughly capable manager for a retail hardware store in a city of 250,000 people.

Daily cash sales will average over \$500.00. Man must be thoroughly competent, and experienced.

Give full particulars, age, experience, references, salary wanted, personal habits; in other words, such information as you would want were the position reversed.

Applications treated Confidential.

Address "RETAIL," care HARDWARE WORLD.

FOR SALE.

Hardware and implements, located fifty miles from San Francisco, in a live little city, being a county seat, with rich farming country and many substantial factories that have a steady payroll all year.

Sales last year \$75,000, and expect to do better this year.

Business is largely cash and back accounts are short terms.

A modern store, clean, up-to-date stock. It takes from \$1600 to \$2000 to handle the business. A paying business that will stand inspection.

Will give part terms.

Above in a good, desirable town and a fine climate.

J. X., care HARDWARE WORLD.

FOR SALE.

Stock of Hardware, Implements, Furniture and Harness. Stock invoiced January 10, 1918, \$7,535.30. Fixtures \$500.00. Building 24x84, two stories and implement building 24x60, \$2,750.00, in good condition. Also residence on tract 100x150, set in shrubs and trees, \$1,750.00.

I have contract with Fairbanks Morse, International, John Deere, and Parlin & Orendorff.

Cash sales last year, \$30,000.00. 200,000 bushels of wheat marketed here last year. Gravel surfaced road leading out of town in two directions and contract let for three miles in third direction.

I will sell for present wholesale price, less freight to Wheeler.

Business is good, and has been good. I started in business here January 10, 1914, with \$1,600.00

I have other business that demands my attention, and if I sell, must be before June 10, 1918.

EDGAR DRY, Wheeler, Washington.

J. C. Throop, who has been engaged in the hardware business at Palouse, Wash., has traded his business to E. E. Boone, who will continue the hardware and implement business.



Plumbers' Windows With a Punch

WHY is it that so many dealers in plumbers' supplies overlook their most valuable aid to publicity—the show window. A miscellaneous outfit of castings, pipes and various supplies is not a particularly interesting sight and does not attract the attention of the passing throng, but place these supplies in their proper environment—fit up a room with the latest devices of the plumber's art and people will begin to consider what an improvement it would be to have those fixtures in their own home. The first thing to do is to have some particular object of interest on which to fasten the eye. Nothing attracts like life, or at least a simulation of it, and it would therefore pay to invest in, or at least rent, a wax model to form the nucleus of your display.

A Brooklyn firm (The House Repairing Co.) have a window that attracts attention both day and night. At night the display is lighted up by the indirect lighting system—another adv. for the plumber and fitter—which throws all the light upon the display and does not blind one with its glare as when the illuminating medium is exposed.

The window is fitted up as a large modern bathroom. In the center of the display stands a man in a bathrobe with Turkish towel over his arm, just as if ready to take a plunge. Everything is of enameled ware—bathtub, urinal, washstand, and toilet cabinet with mirror above the washstand. The floor is covered with black and white linoleum to represent tiling, and a small radiator gives the necessary warmth. All pipe connections are made, and at certain hours of the day—when the crowds are passing, water is running in the bathtub, and a shower bath apparatus shown in operation.

Catchy signs add to the success of the window:

WIRE US, AND WE WILL WIRE YOU

Yes, we do plumbing: and our prices are right

An Arkansas Traveler said: "On a rainy day you can't mend the roof: and on a fine day it doesn't leak."

DOES YOUR ROOF NEED MENDING?

Catchy signs and up-to-the-minute trims such as the above are big factors in securing trade. The window is the silent salesman that is on the job three hundred and sixty-five days in the year, and it depends upon the merchant whether it is a catch-all for dead flies, or an agency earning its proper per cent of the store's business.

The N. O. Nelson Mfg. Co., St. Louis, Mo., have their corner window fitted up as a complete modern bathroom—tub, shower, toilet and washstand. The show room is equipped with a number of little booths, each containing a different style of bathroom appointments—the partitions keeping each set to itself, and enabling a prospective purchaser to see just how it would look in his own home, as each booth is about the size of an ordinary bathroom. In another window, displayed on a black velvet panel, are seen various bathroom accessories—mirrors, glass and enamel towel racks, soap dishes, toilet article holders, etc. In the center of the show room is a large fountain of stone, set around with dwarf palms, and in the middle a great stork uplifts his bill, from which spouts a stream of water. Of course many plumbing establishments would not permit of this elaborate display, but the essential features could be retained, with at least two booths fitted up with different types of bathroom settings, and the rooms kept clean and light—which is too rarely the case in shops in the smaller cities.

The Standard Mfg. Co., Chicago, have their interior fitted up in dark green, which forms an excellent background for their enamel bath and toilet fixtures. A glass case, displayed in the front window, shows in little heaps, the ingredients that go to make up standard porcelain enamel.

The Federal-Huber Company, Chicago, attract attention by displaying in their window two tall enamel and steel bathroom scales, to which are attached cards:

WATCH YOUR WEIGHT

It is a reliable barometer of your physical condition
Weigh daily.

Just inside the door is a large porcelain bath-



Service

Is the big factor in modern business. With us it has been put to the test and found not wanting. It measures up to the recognized quality of

Our "FAULTLESS" Plumbing and Heating Fixtures

It is a Prompt, Accurate and Dependable Service

M. L. KLINE

30 Years Wholesaling Plumbing and Heating
Supplies in Portland

84, 86, 67, 89 FRONT ST., PORTLAND, ORE.

IT'S THE QUALITY



PATENTED
No. 57 1-Quart No. 58 1-Pint

cannot go wrong because each article is carefully tested before shipment is made, therefore, is guaranteed to give perfect results.

Place a trial order with your jobber today. If your jobber does not stock our goods, write us.

Otto Bernz, Newark, N. J.

of the "ALWAYS RELIABLE" torches and furnaces which makes mechanics buy them. They know from past experiences that there are no equals when quality, workmanship and results are concerned.

If you have never used this make, a trial is sure to convince you of its superiority over all other makes. You



Strength where Strength is Needed

Wrench users will tell you that breakages occur most often at the places numbered in the illustration and the orders that we **used to receive** for repair parts bore out this point.

After knowing where the weak places were it was a simple matter to strengthen them. A comparison of the "Wells Improved Pipe Wrench" with any other make will convince you that the "Wells" is exceptionally strong.

We know that you can sell "Wells" Wrenches because a buyer will not pass up a wrench that will save him the expense of buying new parts.

G. T. D. is back of this wrench with a strong guarantee.

Send a trial order today.

Catalog.

GREENFIELD TAP AND DIE CORPORATION

Greenfield, Massachusetts, U. S. A.

New York, 28 Warren Street
Chicago, 13 South Clinton Street
Canadian Plant: Wells Brothers Company of Canada
Limited, Galt, Ontario

tub to which is attached a portable baby's bath—which is simply rubber and canvas stretcher wrung on steel rods with bent ends that grapple and hold it securely to the sides of the tub. It is much more convenient than the ordinary wash bowl as it avoids any danger of wetting or mussing up a room.

The People's Gas Light and Coke Company, Chicago, have a hot water heater display that causes people to look a second time. The window is draped with brown velvet—this luxurious background being very unusual in displays of heating materials. In the center is a unique hot water heater, with a section of the front removed to show the water coils. A sign above it says:

FIFTEEN GALLONS OF HOT WATER FOR ONE CENT'S WORTH OF GAS.

Narrow brown ribbons run from various portions of the heater to a row of little brown cards lettered in white set up against the glass: "Gas valve has needle point adjustment," "Water heating coils," "Inlet from water jacket to heating coils," "Burner top removable for cleaning," "Water jacket where water is pre-heated — an exclusive feature, utilizing heat otherwise wasted," "Stove pipe connection to chimney," "Hot water outlet to faucet." A thermo valve is shown: "This device, when attached to the water tank, will make the heater self-operating, so that a constant supply of hot water is always on tap." In the background is a series of photographs showing the heater installed in various buildings, houses, flats and office buildings.

The American Radiator Company, Chicago, show a furnace painted white with open door disclosing red painted coals within. To the furnace is attached a card:

An architect's advice, like that of a competent doctor or lawyer, is the wisest to follow. His experience and training leads him to recommend Blank's boilers as the most economical, cleanest and safest for the cottage as well as the largest office building.

Always on the job to distribute genial warmth throughout the house in all kinds of weather.

On the other side are three radiators painted green, and a card:

HEAT OR WASTE?

Do your coal bills yield full heat value?
Blank's boilers fill the bill.

CERTAIN TO WIN

"How is your boy getting along at the training camp?"

"Wonderful!" replied Farmer Applegate. "I feel a sense of great security. An army that can make my boy get up early, work hard all day an' go to bed early can do most anything."

ATTRACTIVE SOUVENIR BOOKLET

The Greenfield Tap & Die Corporation, issued on the occasion of the occupancy of their new office building, shipping room, and recreation building, a souvenir booklet.

The reason of this house-warming was to give the people of Greenfield and their friends outside an opportunity to look over the two new buildings, of which they feel justly proud. The erection of these buildings marks the complete amalgamation of the various units and divisions of the Greenfield Tap & Die Corporation, with its various plants in different parts of Greenfield.

The reception was marked by a very large attendance from the people of Greenfield, about 5,000 persons attending. F. O. Wells, president, and F. H. Payne, vice president, assisted by the board of directors, and the office force, served as ushers and guides, explaining the various departments and the many labor-saving and modern improvements in the office equipment. J. T. Seller, secretary of the company, was chairman of the general arrangements committee, and the souvenir booklet was prepared under the direction of W. L. Robbins, advertising manager.

Refreshments were served, and the occasion was greatly enjoyed by every one who attended.

PORTABLE AND STATIONARY FORGE CATALOGUE

The Buffalo Forge Co. have issued a catalogue on Buffalo forges covering sections No. 100 and 108 describing their portable and stationary forges. It is a booklet over one hundred pages, illustrating and describing their well known line.

Buffalo forges have been on the market for forty years and are known and used the world over. This catalogue is conveniently arranged for ready reference for everyone in any way interested in the line, and they will be glad to send a catalogue to any of our readers upon request.

The Beeman & Ayer Supply Company, of Albuquerque, New Mexico, advise us that they expect to go out of the contracting and repairing business, devoting all of their time to the wholesale plumbing and heating trade.

HARDLY

Eager Shopper—Where are the demonstrations today?

Salesman—No demonstrations on Thursday.

Eager Shopper—not even a special sale?

Salesman—Special sale in bathtubs—but no demonstration.

Don't close your purse merely because the Liberty Loan campaign is over. The War Savings Stamp fund is your daily duty.

Whenever you hear of any suspicious act, even though it be of your neighbor, you have a duty to perform.



Eliminate Those Embarrassing Sounds

of rushing and gurgling water that offend your customers' sensibilities.

The *Key-eta* Closet flushes so silently that not a sound can be heard outside the bathroom door. It flushes even more thoroughly than the ordinary closet and its mechanism is less likely to cause any trouble.

PACIFIC PLUMBING FIXTURES

For Sale By All Jobbers

Main Office and Show Room
67 New Montgomery Street
San Francisco, Cal.

Branch Offices: Portland and Los Angeles
Factories: Richmond and San Pablo, Cal.

**GAS or OIL or
WATER or STEAM**

is absolutely safe where

Rhode Island UNIONS are in use

The Rhode Island Union is made of the best grade malleable iron with a specially constructed bronze seat which makes a tight joint, preventing wasteful, destructive and dangerous leaks.

Approved by the Underwriters Laboratory and tested in our factory to 300 pounds pressure before being passed as perfect.

The whole story is told in our booklet. Send for it.

RHODE ISLAND FITTINGS CO., Hills Grove, Rhode Island



To Reduce Tool Costs

MANY a master, when he comes to foot up the outlay for tools for the year, is horrified at the sum total. It runs in an active business anywhere from several hundred to several thousand dollars, and eats into the profits for a goodly percentage.

While the writer does not claim to cut out this expense entirely, he does claim, from actual experience, to be able to suggest means of reducing the same materially and mentions the following considerations as a means.

First: Do not make the mistake of buying cheap tools. Cheap dies, for instance, soon dull and cut poor threads, resulting in expensive leaks.

Cheap dies work hard. Many times the pipe has to be threaded two or three times to give a standard thread. This all takes time and adds to the cost of the job. On the contrary, it is not a paying proposition, in the long run, to buy the most expensive tools to be found.

There is a happy medium in this respect which each shop can best fit to its own needs. Sufficient to illustrate: don't give men stocks and dies that require their whole strength to thread an inch and a half pipe—when stocks and dies are to be had whereby a fourteen-year-old boy can do the same work if he chooses (which boys generally don't).

Fine tools intrusted to a numbskull are soon ruined, therefore as point second I should advise selecting intelligent men to use said tools. A man may be a crackerjack of a workman and yet slam out a whole lot of tools in a year's time.

I have noticed that he don't slam quite so much nor so hard if he has to pay for some of the tools he misuses.

The use of a pipe cutter illustrates this case. If screwed too tight as it is being used the cutter wheels soon become dull, the pin moves and then the cutter gnaws off the pipe unevenly and all because the workman did not use the tool intelligently.

Right here is a good place to spring the third point which is inspection, frequently, of the tools in stock, which should be made as often as once a month. It will be found that this will not take much time and the amount saved through the added usefulness given the tools repaired, will amply repay the time so spent. Instead of having to buy half a dozen

pipe cutters a few cutter pins and cutter wheels will answer the purpose.

A jaw replaced here and there in the pipe wrenches will be another saving and the re-grinding of some of the dies will save some more money. Sometimes this can be done in the winter time or the early spring when business is slack, but it is expecting too much to trust that tools so repaired will last the season through without further repairs taking the use they get from the general run of workmen and it will be found far better to have regular periods to fix up the tools.

All tools should be carefully and thoroughly protected when they are not in use. On large jobs it is quite the practice to have one huge box and the twenty or fifty or more workmen, as the case may be, all use this box in common, slamming the tools into said box at night in a hit or miss fashion. Hammer handles are broken, stocks bent and hardly any man gets the same tools the next day that he put in the box the night before. The men on such jobs grow mighty careless and often "ditch" the tools around the building rather than cart them to the box. Result—in about ten days the contractor is shy fully one-half his tools.

Each journeyman should have a safe tool box in which to put whatever tools that are charged to him and be requested to be responsible for tools placed in his charge. Such a course will, nine times out of ten, materially reduce the losses on tools.

A good mechanic will keep all the tools in his kit cleaned and wiped up without being required to do so.

It is for the boss' own interest to furnish a competent mechanic with enough tools to perform the work required, yet in lots of shops the proprietor is too niggardly to do this.

The time the mechanic spends running to "Tom, Dick and Harry" to borrow tools will pay for several sets in the course of a year.

If a mechanic is required to furnish his own kit of tools he should be paid somewhat better wages than the man who comes into the shop with only a measuring rule and pair of pinchers in his pocket. Many firms have found that it was for their interest to do this and thus settle the tool question at once by shifting the entire responsibility on the shoulders of the journeyman.

Are You Using the "Go-Getter" or the "Sit-Stiller" Methods in Your Business?



Order Smooth-On Now

Packed one dozen cans in handsome colored Counter Display Carton, ready for immediate Display. Get ready for business—order today.

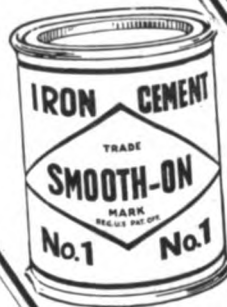
Write for complete Literature, Prices, and Circular showing our Dealer Sales Helps. Your Jobber will supply you.



Your Customers Need SMOOTH-ON Household Cement

SMOOTH-ON advertising in national publications will place the SMOOTH-ON message before ten million readers. It will tell people that SMOOTH-ON Cement is now being put up in new handy 6-oz. cans which they can buy for 25 cents.

A Few Uses For Smooth-On Iron

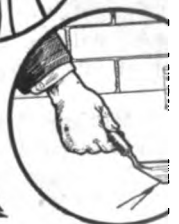


Cement No. 1 For Household Use



Sell it for all sorts of repairs on Iron or Steel articles, big or little; it makes them good as new.

Don't put off ordering these new 25-cent cans of SMOOTH-ON Household Cement until customers ask for it and then have to say: "We haven't got it," and lose the sale and perhaps the customer.



Smooth-On Mfg. Co. Jersey City, N. J.

This Display Carton is handsomely lithographed in Colors, with hinged cover which stays upright, when placed on counter or shelf.

For the benefit of well regulated shops that have small difficulty in the matter of a large expense for tools, we will state that this article was inspired by the remark of a certain master plumber and fitter who stated that in the past year he had paid out over two thousand dollars for tools and did not have two hundred dollars worth left to show for the outlay.

Certainly some—if not all—of the suggestions we have given should apply to all shops that approach a similar condition. We wish to re-state what we remarked in the beginning of this article that these suggestions are the result of years of actual experience and are not doped out from any hear-say on the subject.

Get after this tool proposition and impart to it the same degree of system you apply to other branches of your business and we will venture that, when accounts are balanced at the year's end, you will find yourself several hundred dollars to the good.

It costs but a little time and trouble, anyway, and is well worth a trial.

We should be pleased to hear of your experience after trying and you have our best wishes in the effort. Later we may give some further suggestions.

HIGH GRADE PLUMBING SPECIALTIES

In these days of advancing prices, particularly in every article in which brass and copper enter, there will doubtless be some attempt to lower the quality, in order to make up for the increase in cost.

If such is the case, it will never be the policy of the Boston Brass Company, whose line of "B. B." plumbing specialties will maintain the high standard originally set for them.

Their "B. B." high-pressure ball cock illustrated in this issue, is claimed to be not only the simplest, but the best cock ever made, and can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including four-inch carried in stock.

No special packing required. Ground joint coupling, which is always tight. No hammering. Renewable seat of steam metal. No singing or whistling. Roller bearing lever on cam, reducing friction to lowest amount.

The Boston Brass Company of Waltham, Mass., will be glad to give full information to any of our readers.

"Mother," asked Tommy, "do fairy tales always begin with 'Once Upon a Time'?"

"No, dear, not always; they sometimes begin with 'My love, I have been detained at the office again tonight.'"

CO-OPERATION THAT IS WORTH WHILE

That the "average" plumber and dealer does not make use of his opportunities for obtaining greater co-operation on the part of the wholesalers and jobbers is very evident.

Just why the "average" man does not is something which is hard to understand.

In most cases it is doubtless pure thoughtlessness, but it is co-operation that gets one out of the "average" class.

This is the day of co-operation, and manufacturers and jobbers are always anxious to work with their patrons.

We know of no plumbing jobber who offers greater facilities along this line than the plumbing house of M. L. Kline of Portland, Oregon, for Mr. Kline maintains extensive display rooms with competent salesmen for the use of plumbers and their customers.

The absolute protection which the plumber obtains from this house, together with the knowledge that every convenience and facility in sanitation methods is to be seen, makes it worth while.

Aside from this, their complete stock and their experience of over thirty years in the plumbing line, together with their efficient representatives and their feature of co-operation, a plumber should not overlook.

INSTALL FIXTURES THAT ARE SURE TO PLEASE

The plumber who recommends and installs White Pyralin bath room fixtures is sure to please his customers.

And, after all, that is the secret of holding and building up trade.

Nothing is cheap unless it will give satisfaction and please the customer.

And so it is that in installing White Pyralin bath room fixtures, made by C. F. Church Mfg. Co., Holyoke, Mass., that the plumber assumes no risk whatever.

We speak from a personal experience with their products.

Save in every way you can—especially in food. In this way you'll back our boys on the firing line and help to win the war.

W. E. Correa has purchased the Phelps plumbing shop, at Newcastle, California, and will continue the business, and will also do automobile repairing.

J. S. Smith has purchased the hardware and plumbing business of Resaw Brothers, at Reedley, California, and he in turn sold it to H. J. Kennedy. The plumbing branch, however, has been taken over by E. R. Treaster & Son.

George Chapple and J. H. Matthews, plumbers and sheet metal workers, of Jerome, Ariz., have taken over the business of J. C. Lambert, formerly known as the Arizona Sheet Metal Works, and will conduct a general plumbing business in Jerome.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you.



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist
Pacific Coast Representative
681 Market Street, San Francisco.

Dependable Tanks



If you desire the best, choose our

"Copper Brazed" Construction

Positively hold air without loss of pressure.

Pneumatic and Storage Tanks.

Range Boilers, Riveted or Welded.

Special Tanks for Air, Gas or Liquids.

Manufactured by

WM. B. SCAIFE AND SONS CO.

Pittsburgh, Pa.

Factory, Oakmont, Pa.



Favorite Oval Mirror



Cork Top Stool



Climax Medicine Cabinet

SNOW WHITE WHITE-PYRALIN BATHROOM SUPPLIES

Only Absolutely Sanitary Line Made'

The LINE that APPEALS at ONCE to YOUR TRADE, THAT MAKES CUSTOMERS FOR YOU AND BRINGS THEM BACK AGAIN. DISPLAY THESE GOODS AND SALES WILL FOLLOW. Each article covered with a preparation of celluloid called PYRALIN, put on in sheet form by our patent process.

NON-POROUS, GUARANTEED NOT TO CHIP, CRACK OR FLAKE. NOT AFFECTED BY HEAT OR COLD. Only SOAP and WATER NEEDED TO CLEAN IT. A necessity in all high-grade bath rooms, hospitals, hotels, public buildings, etc.

BEWARE OF WORTHLESS IMITATIONS

C. F. CHURCH MFG. CO.

HOLYOKE, MASS.

These goods can be obtained from the LEADING JOBBING HOUSES IN THE WEST. INSIST ON THEM. If you cannot get them address for information, W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by Holbrook, Merrill & Stetson, Crane Co., A. H. Busch Co., and all the leading jobbing supply houses.



Closet Seat

WAITING TOO LONG TO REJECT GOODS

(Copyright by Elton J. Buckley.)

The following letter gives me a chance to make some things plain about the rights and duties of a buyer who is sent goods poorer or different than his order called for. This is happening every day, and many a buyer who had a clear right in the beginning loses it and has to pay for the goods, merely because he didn't know how to protect himself:

Troy, N. Y.

About a month ago we ordered from a concern in New York City an assortment of ———, first grade, certain designated sizes. They were to be shipped between the 1st and 10th of April. We ordered through the regular salesman who represents this house, and the copy of the order which he left us is correct as we ordered. There is a paragraph printed on the order blank, as follows: "All claims on this shipment, of any nature, must be made within five days from receipt, otherwise no claims will be allowed."

The goods arrived on April 2d, and we, believing they were what we ordered, and having no use for them at the moment, put them away until April 15th, when we had occasion to get them out and put them in stock. We found then that they were not according to order, either in quality or sizes, and they also sent more than we ordered. Very evidently we were given somebody else's order. We at once made complaint to the New York house, but they decline to do anything, as they say they have closed out that line and cannot take the goods back. They also raise the question of the paragraph referring to claims within five days. It looks as if a law suit would be brought against us. What is your opinion as to our case.

E. M. McK. & Son.

The question of law involved here is, when a merchant orders certain goods and is sent something poorer or different, what does he need to do to protect himself? It goes without saying, of course, that he isn't obliged at the outset to take what he hasn't ordered, or something different in quality, but he may put himself, by his own carelessness, in a position where he will be.

Where goods ordered show a defect in quality or character, when delivered, the buyer has a choice of four remedies:

1. He can reject them absolutely and let the railroad company get them back to the seller the best way it can.

2. Or, if he has taken the goods in, he can return them, or notify the seller they are held subject to seller's order. In only one state, Maine, is he obliged, if he has taken them in, to get them back to the seller. In all other states he can hold them for the seller's order.

3. If he has taken them in and paid for them, he can reject when he finds out they are inferior, and sue the seller for the return of the purchase money.

4. If he has taken them in, but has not paid for them, he may find that he can use them though they were not as good as he ordered. In that event, he is obliged to pay their fair value, and if that value is less than the value of the

goods he ordered, he can set off the difference against any claim the seller may bring to recover the full order price.

But whichever of these remedies he takes, he must take it promptly or it will be lost. The law does not look kindly upon a buyer who delays in letting a seller know he is dissatisfied with the delivery. Every buyer has the right to inspect goods before paying for them, and it is a great mistake not to do so systematically at the earliest possible moment. Thousands of just claims have been lost merely because the buyer let it go too long.

In considering what is a reasonable time to inspect goods after receipt, the law always considers the circumstances of the case. In some cases a much longer time is allowed than in others. The buyer must always be prompt. Did the above correspondent act promptly when he put the goods away for thirteen days? I am inclined to think he did, under the circumstances, if you eliminate the five-day clause in the order. Can that be eliminated? I am afraid not. It was part of the written contract between the parties, and it looks to me as if the buyer was bound to take notice of it.

The other day a case came under my notice in which a buyer waited a month before he examined a shipment, and then found the goods grossly inferior to the order. He could have examined them at any time. He tried to complain when he finally inspected, but his own counsel advised him that he was too late, and while the case was settled, and he didn't have to pay the full bill, he made a considerable loss which he could have saved had he inspected promptly. A buyer cannot hold goods received without inspection any longer than what is a reasonable time to examine them. If he does, the law says, "You must have known or you could have known what they were, and you must pay for them."

A buyer can't return an article if he has done anything with it inconsistent with rejecting. For instance, if the goods show their quality or character clearly on their face, and he exposes them for sale and sells some. But if the buyer can't tell what the goods are without using some, he doesn't lose his right to reject by using enough to give him a line on them.

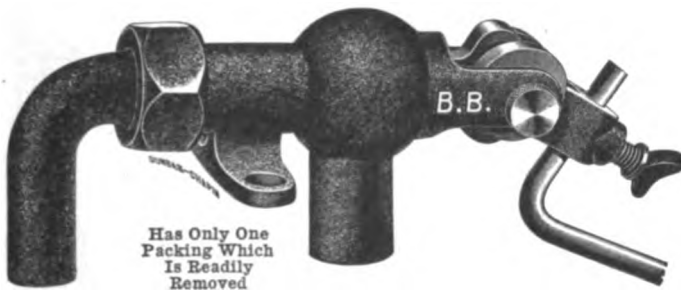
The war is right at your doorstep. Defend your home, your country and democracy.

"SMOOTH-ON" INSTRUCTION BOOK

The Smooth-On Manufacturing Co., of Jersey City, N. J., will be glad to send to any of our readers upon request a copy of their Smooth-On instruction book, 16th edition. This book is very interesting to anyone using or selling their products, and it contains information that is of value and is very helpful, especially to engineers, mechanics, etc. It contains 144 pages, each page showing an illustration, and giving, as we have said, information of value to everyone in any way interested in their products.

YOU GET THE SIMPLEST AND BEST
COCK EVER MADE ~~when~~ YOU SPECIFY

B. B. HIGH PRESSURE BALL COCK



Has Only One
Packing Which
Is Readily
Removed

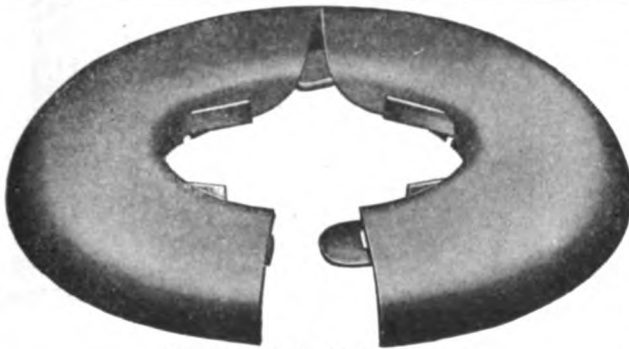
They can be had for top supply, bottom supply, end supply, bottom supply low down and high low down, with either rough or nickel-plated nuts and tails, also that the tail piece can be had for lead pipe or threaded with any thread desired.

All sizes up to and including 4-inch carried in stock.

No Special Packing Required. Ground Joint Coupling, which is always tight. No hammering. Renewable Seat of Steam Metal. No Singing or Whistling. Roller Bearing Lever on Cam, Reducing friction to lowest amount.

BOSTON BRASS COMPANY

Bacon and Flimpton St., Waltham, Mass.



No. 10—Steel— $\frac{3}{8}$ in. to 4 in.

Why Experiment

with untrademarked floor and ceiling plates that are offered as equal or superior to our famous "B. & C." brand?

Our No. 10, illustrated, is one of many styles, and carried by the leading supply houses. We are the old original company. Look for our trademark on the labels, the B. & C. circle of red.

Catalog on request

The Beaton & Corbin Mfg. Co.
Southington, Conn.

Largest and oldest plate company in the world

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market Street

San Francisco, California

The Banner of Merit

SHOWING

*The Official Award
Ribbon*

of the

Medal of Honor

AWARDED

Trimo Tools

AT THE

Panama - Pacific
International Exposition



SEND FOR CATALOGUE NO. 777

"Honor Awarded Means Merit Rewarded"

SMOOTH-ON IRON CEMENTS

We want our subscribers to know the great value of the Smooth-On Iron Cements to the manufacturer, plumber and steam fitter.

The great value of Smooth-On to the user is because of its peculiar chemical properties, namely of metallizing and expanding when metallizing.

There are nine different Smooth-On Iron Cements compounded by the Smooth-On Manufacturing Co. and the metallizing and expanding action of these cements is made to act slowly or quickly according to the requirements of particular uses.

These properties make the Smooth-On a valuable substance in the making of chemical iron cements. To this subject the chemist of the Smooth-On Manufacturing Co. has given careful study for many years and has succeeded in compounding the valuable Iron Cements known generally throughout the world as Smooth-On Iron Cements.

It will be to your advantage to read the following information regarding the different Smooth-On Iron Cements:

All the Smooth-On Iron Cements are packed in tin cans with the Smooth-On trade mark as per the illustration below. If the cement is for engineers' use, it is marked "For Engineers," or "No. 1" on the front; if for plumbers, it is marked "For Plumbers," or "No. 5."

A brief description of the different Smooth-On Iron Cements is as follows:

Smooth-On Iron Cements—No. 1 and No. 2.

Which are chemically prepared iron compounds and sold in a powder form and used by mixing with water to the consistency of stiff putty, and when in this putty state, they must be applied immediately, because the metallizing of these cements is rapid. For repairing leaks or breaks in castings and for making connections in steam or hydraulic work. Withstands fire. No. 1 is quick hardening. No. 2 is slow hardening and hydraulic.

Sold in 1, 5, 10 and 25 pound Blue Labeled cans; also in ¼-pound size for household use.

Smooth-On Elastic Cement—No. 3.

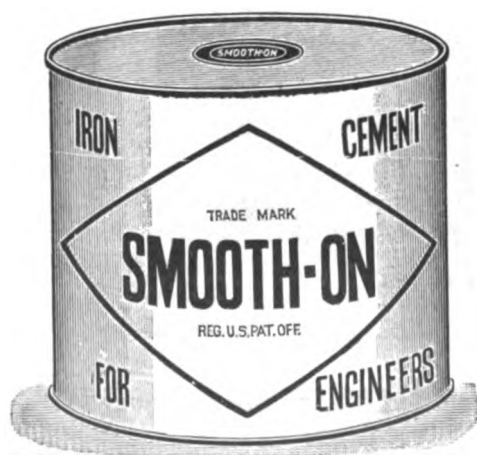
An iron cement especially prepared for use on all seams of boilers or tanks to stop leaks; also for boiler patching and for screw-thread joints. Applied as a paint, paste or putty and may be applied to hot metal. Prepared and sold in putty form in gray labeled cans.

Packed in 1, 5 and 10 pound tins.

Smooth-On Castings Cement—No. 4.

Is an iron cement for repairing blemishes, blow-holes or defects in iron or steel castings; prepared and sold in powder form, applied as a putty.

Packed in 1, 5, 10 and 25 pound tins.

**Smooth-On Joints, Caulking Cement—No. 5.**

An iron caulking cement for bell and spigot cast iron soil and green-house pipes, in place of caulking lead and in combination with lead.

Packed in 1, 5, 10 and 25 pound red labeled tins.

Smooth-On Putty Cement—No. 6.

A plastic iron cement for making tight joints in structural iron or steel work, filling up rivet heads, etc. Prepared and sold in putty form, in 1, 5 and 10 pound white labeled tins.

Smooth-On Iron Cement—No. 7.

A hydraulic chemical iron cement for waterproofing and stopping leaks in concrete or brick work. Used in combination with Portland cement. Sold in powder form, in 5, 10, 25, 50 and 100 pound packages.

Smooth-On Iron Concrete Paint.

A fluid preparation of Smooth-On Iron Cement for surfacing concrete.

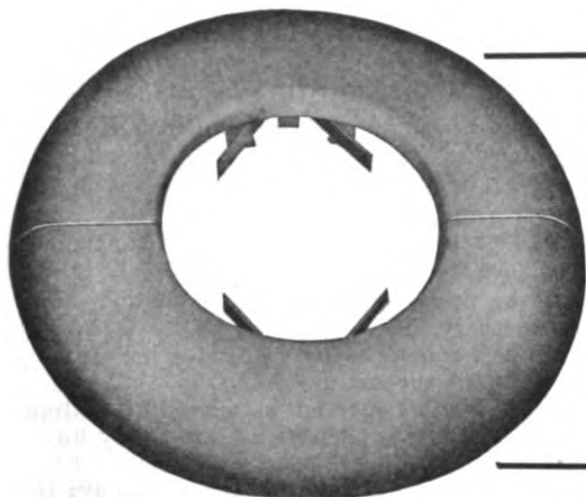
Sold in ½, 1 and 5 gallon tins.

Smooth-On Fire Brick Cement—No. 8.

For setting and coating fire bricks, and other products, all of equal value in performing the work for which intended.

And we would call your special attention to their Smooth-On Motor Repair Package for all roadside as well as garage repairs. This Repair Package in an automobile, a garage, shop, home or on the farm, is insurance against long and expensive delays by unforeseen accidents; same being a compact package of Smooth-On repairing cements enabling anyone to make permanent repairs on water-jackets, engines, boilers, tanks, screw-thread joints, pumps, pipes, etc.

The Smooth-On Manufacturing Co., 572 Communipaw Avenue, Jersey City, N. J., have issued an attractive and well illustrated 144 page instruction book, giving full information pertaining to all their cements and will gladly mail a copy to any of our subscribers, who send their name and address. Write for it.



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

THE BEATON & CADWELL MFG. CO. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, 1358 Beaver Hall Square, Montreal, Quebec, Canada.

THE "SAVILL"
Reg. U. S. Pat. Off.



"SWAN'S NECK"
PATENTED
JUNE 18, 1912

The Savill Swan Neck Faucet

The Original Quick Opening Perfect Sink Faucet
ONLY faucet with all operating parts within basin. If hands are soiled or holding something, faucet can be opened or closed just as easily with a finger, the wrist or arm. Opens to full stream and shuts off in fraction of a minute. "SAVILL" Faucets are a profitable and most satisfactory line. Investigate now.

Send for Booklet

Made in S. O. T. See A-5 Catalog.

THOS. SAVILL'S SONS 1310-14 Wallace St. Philadelphia

HOLBROOK, MERRILL & STETSON,
San Francisco, Cal., and Los Angeles, Cal.

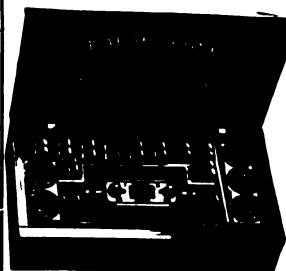


No. 1 Fire Pot. List Price Each \$13.00.
Discount

It Is Time to Anticipate

your requirements for C. & L. Fire Pots and Torches and be in position to fill emergency orders. By so doing, you please your customer and will secure many repeat orders. Deliveries count. Time is money, and if you can do your work with C. & L. Fire Pots and Torches in less time, besides saving fuel expense, and you can, you should. Why not? Specify C. & L. high-grade Fire Pots and Torches and you will be pleased and satisfied. Jobbers supply at factory price. Send for catalog—it's free.

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U. S. A.



ARMSTRONG TOOLS

Tools bearing the name of the Armstrong Mfg. Co. are superior made tools. Perfect in construction, accurate and dependable.

The name of Armstrong has ever stood for the best in service, quality and workmanship.

**Tools with an En-
viable Guarantee.**

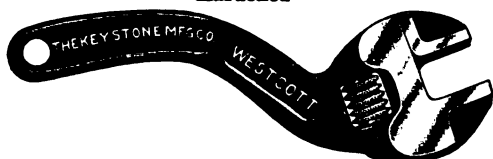
Send for our catalog of Genuine Armstrong Stocks and Dies, Water, Gas and Steam Fitters' Tools and Pipe Threading Machines.

**THE ARMSTRONG
MFG. CO.**

In writing the
company address
Department HW.

276 Knowlton St.
Bridgeport, Conn.

THE ORIGINAL

**"WESTCOTT" ADJUSTABLE
S WRENCHES**Handle Best Malleable Iron; Jaw, Steel,
Hardened

FOR NUTS



FOR PIPES

Sizes, Each Style, 6-in., 8-in., 10-in., 12-in., 14-in.

SUPERIOR QUALITY AND CHEAP

We are the only makers of the "WESTCOTT"
(Name on Handle), which has stood the test
of years and is now more popular than ever.

ASK YOUR JOBBER

THE KEYSTONE MFG. COMPANY
BUFFALO, NEW YORK

THE NEIGHBORS SAY

If he is regular in attending church he is
too pious.If he doesn't attend church, he is on the
road to perdition.If he send his family away for the summer,
it is more than he can afford.If he doesn't allow them a vacation, he is
called stingy.If he happens to be successful in business,
he achieved success unfairly.

If he doesn't succeed, he missed his calling.

If the piano is silent, why don't they buy a
player?If they have a player piano, it annoys the
whole neighborhood.If he gives freely to charity, it is done for
show.

If he doesn't he is classed as a tightwad.

If his wife does her own work, she is "kill-
ing herself" for the family.If she has servants, she ought to be more
economical.

If he dies young, he led too fast a life.

If he lives to a ripe old age, he is living
beyond his time.

MR. THOMAS PROBABLY WAS

A little girl whose father was a commercial
traveler sat on a porch holding a kitten and,
creeping up close, her mother heard this:
"Kitty," said the young miss, "I know you an'
I know your mamma, an' I know all your little
brothers an' sisters, but I ain't ever seen your
papa"—then after a brief pause—"I spec' he
must be a traveling man."

ANSWERED

Professor (discussing organic and inorganic
kingdoms)—Now, if I should shut my eyes—so
—and turn my head—so—and remain perfect-
ly still, you would say I was a clod. But I
move, I leap. Then what do you call me?

Bright Pupil—A clodhopper, sir.

**"C. & L."—What It Stands
For?**No. 32 Torch
List Price
Each \$8.00
Discount

CLAYTON & LAMBERT MFG. CO., Detroit, Mich., U. S. A.

On C. & L. Fire Pots or Torches, it
is a guarantee of perfect working
qualities, practical and satisfactory
workmanship, and economy to the user.
The user will soon save the cost of his
Fire Pot or Torch in the saving of
fuel alone. C. & L. Torches and Fire
Pots for gasoline and kerosene pro-
duce intensely hot blue flames and are
sold by all leading jobbers under the
maker's guarantee. They are "up-to-
date" in every respect and save you
time and money by operating perfectly
and with reasonable care will give
years of satisfactory service. All lead-
ing jobbers will supply at factory
price. Send for catalog—it's free.

"WE KNOW THE STOVE REPAIR BUSINESS"**WE
WELD
ANYTHING****Stove and Furnace Repairs****WE
WELD
ANYTHING****MYER S. RUBENS**
STOVE AND FURNACE REPAIR WORKSWe Furnish **DUPLICATE ORDER BOOKS** Free on Request
"We Know the Stove Repair Business"

WE know your wants and can fill mail or-
ders 99-100% correct and with dispatch.
We can supply parts for over 500,000
different Stoves, Ranges and Furnaces from Spo-
kane. 15 years experience filling mail orders for
Stove Repairs in Spokane.

MYER S. RUBENS STOVE AND FURNACE
REPAIR WORKS**1009 W. First Ave., Spokane, Wash.**

J. S. Malott, who has been engaged in the plumbing business at Bakersfield, has opened a store and engaged in business on his own account.

PIPE CATALOG NO. 38

The Greenfield Tap & Die Corporation have issued their new Pipe Tool Catalog No. 38, which is a revised and complete edition of the first catalog mailed some time ago.

It shows the complete line of pipe tools, including the new reeding pipe threader. It is a book of information which should be in the hands of any one in any way interested in this line of tools.

To indulge in self-pity is self-destruction.

No. 204 Turner Torch



A strictly high grade torch sold under the maker's guarantee. If you want the best torches on the market for your work use the Turner.

No. 204, Quart Size, Each, \$7.60 List

Ask for Catalog No. 4.

THE TURNER BRASS WORKS, Sycamore, Ill., U. S. A.

STOVE REPAIRS

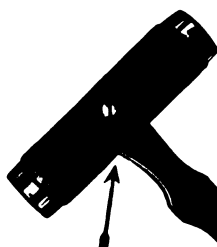
IF IT IS MADE
FOR A STOVE
RANGE OR
FURNACE

You Can Get It at the
Largest Stove Re-
pair House in the
Northwest

THE SPOKANE STOVE & FURNACE
REPAIR WORKS, Inc.

912-14 First Avenue Phone Main 1790
SPOKANE, WASHINGTON

WRITE FOR OUR ORDER BOOKS



Turn the
handle cross-
wise for irre-
sistible lever-
age.

For men
who know
good tools

The Crescent Hamr Handl Screw-
driver is a favorite with mechanics.

Not alone for its strength—and its irre-
sistible leverage on a tight screw,

—but because it has the “feel” and the
balance that are characteristic of only the
very best tools.

If you use one yourself, you will want
to sell them in your store. Send for free
sample.

CRESCENT TOOL CO.
Jamestown, N. Y.

Crescent
GUARANTEED
Hamr Handl
screw driver

MAIL THIS COUPON

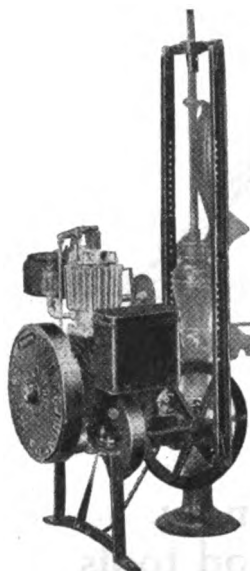
Write your name and address and jobber's
name below and we will mail you free a
sample Crescent Hamr Handl Screwdriver.

Name

Address

Jobber

ENGINES



**Fuller
&
Johnson
Farm Pumper**

"Fits any pump
and makes it
hump."

**Model "N"
Model "K"**

For Every Service
1½ to 25 H. P.

PACIFIC PUMP & SUPPLY CO.
San Francisco, Calif.
SOLE DISTRIBUTORS

INDOLENCE

Rankin—Umson seems to be an indolent sort of a chap.

Phyle—Indolent? Why, man, that fellow is so lazy he always runs his automobile over a bump to knock the ashes off his cigar.



**PUBLISHED MONTHLY BY
HARDWARE WORLD PUBLISHING CO.**

OFFICIAL ORGAN OF THE WESTERN TRADE

VOL. XIII JUNE, 1918 NUMBER 6

Subscriptions 50 Cents Per Annum

T. M. SHEARMAN :: :: :: Editor and Manager
R. L. SHEARMAN :: :: :: Associate Editor

Entered as second-class matter at Portland, Oregon, under Act of Congress of March 3, 1879.

Copyrighted by the **HARDWARE WORLD, 1918.**
All Rights Reserved.

| | | |
|-----------------------------|------------------------|--------------------------|
| OFFICES | | |
| Boatmen's Bank Bldg. | Ellsworth Bldg. | 70 Fifth Ave. |
| St. Louis. | Chicago. | New York. |
| Phelan Bldg. | 388 Taylor St | 817 I. N. Van Nuy |
| San Francisco. | Corner 10th | Bldg. |
| 507 Pioneer Bldg. | Portland, Ore. | Los Angeles |
| Seattle. | | 204 Scott Bldg. |
| | | Salt Lake. |

220 Pacific Bldg. Vancouver, B. C., Canada.

ACCORDING TO HOYLE

A man came in from the mountains to a little country store and purchased a jug of whiskey. He decided to leave it at the grocery.

For identification he took a deck of cards from his pocket, selected the seven of hearts, wrote his name upon it, and tied it to the handle of the jug. Then he ambled forth.

He returned in about three hours and found the jug missing.

"Say, Bill," he cried in great excitement to the proprietor of the store, "do you know what became of that jug of mine?"

"Sure; Jim Joiner came along with the Jack of hearts an' took it."

A BUSINESS

A politician who is a great walker was out enjoying his favorite recreation, says Vice-President Marshall. After going a few miles he sat down to rest.

"Want a lift, mister?" asked a good-natured farmer driving that way.

"Thank you," responded the politician. "I will avail myself of your kind offer."

The two rode on in silence for a while. Presently the farmer asked:

"Professional man?"

"Yes," answered the politician, who was thinking of a bill he had pending before the House. After another long pause the farmer observed:

"You ain't a lawyer, or you'd be talkin'; you ain't a doctor, 'cause you ain't got a bag, and you ain't a preacher, from the looks of you. What is your profession?"

"I am a politician," was the reply.

The farmer gave a snort of disgust.

"Politics ain't no profession; politics is a business," said he.

Statement of ownership, management, circulation, etc., required by the Act of Congress of Aug. 24, 1912, of Hardware World, published monthly at Portland, Ore., for April 1, 1918. Before me, a Notary Public, personally appeared T. M. Shearman, who, having been duly sworn according to law, deposes and says that he is the publisher of the Hardware World, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption. Publisher, T. M. Shearman, 388 Taylor St., Portland, Ore.; editor, T. M. Shearman; business manager, T. M. Shearman; owner, T. M. Shearman. Known bondholders, mortgages and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages or other securities are: None. The two paragraphs next above, giving the names of the owners, stockholders and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect, in the said stock, bonds, or other securities than as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed before me this 4th day of April, 1918. Thos. L. Anderson, Notary Public.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

| AMMUNITION— | | | 38 Colts Long..... | | | SHELLS, LOADED— | | |
|-------------------------------|--------------|------|-----------------------------|------|------|---|--------|-----|
| Blank Rim Fire— | Black Smkls. | | 38 Colts Police Positive. | 1.25 | 1.50 | Winchester Repeater or Remington | | |
| 22 Short..... | \$.15 | \$ | 38 S. & W..... | 1.30 | 1.80 | U. M. C. Nitro Club— | | |
| 32 Short..... | .35 | ... | 38 S. & W. Special..... | 1.45 | 1.55 | 12 8 dra. x 1 oz., 24 gra. x 1 | | |
| 32 S. & W..... | .55 | ... | 38 Winchester..... | 1.65 | 2.05 | os., drop shot..... | \$1.15 | |
| 38 S. & W..... | .70 | ... | 41 Colts Short DA..... | 1.30 | 1.50 | 3 dra. x 1 1/2 oz., 24 gra. 1 1/2 | | |
| 38 Long Colt..... | 1.20 | ... | 41 Colts Long DA..... | 1.60 | 1.75 | os., drop shot..... | 1.15 | |
| 44 W. C. F..... | 1.50 | ... | 44 Bull Dog..... | 1.35 | ... | 3 1/2 dra. x 1 1/2 oz., 26 gra. x | | |
| Shot Rim Fire— | | | 44 S. & W. Amer..... | 1.75 | 1.95 | 1 1/2 oz., drop shot..... | 1.15 | |
| 22 Long..... | .55 | .60 | 44 S. & W. Rus..... | 1.75 | 1.95 | 3 1/2 dra. x 1 1/2 oz., BB shot, | | |
| 32 Long..... | 1.05 | ... | 44 S. & W. Special..... | 1.90 | 2.10 | drop shot..... | 1.20 | |
| Shot Center Fire— | | | 44 Webley..... | 1.50 | ... | 3 1/2 dra. x Buck shot, drop shot | 1.20 | |
| 32 S. & W..... | .95 | ... | 44 Winchester..... | 1.65 | 2.05 | 16 2 1/2 dra. x 1/2 oz., 22 gra. x | | |
| 32 W. C. F..... | 1.30 | ... | 45 Colts..... | 1.95 | 2.10 | 1/2 oz., drop shot..... | 1.05 | |
| 38 S. & W..... | 1.15 | ... | 45 Colts Auto..... | 2.50 | 2.50 | 2 1/2 dra. x 1/2 oz., BB Shot | | |
| 38 W. C. F..... | 1.50 | ... | Center Fire Military | | | drop shot..... | 1.10 | |
| 44 W. C. F..... | 1.50 | 1.75 | and Sporting— | | | 20 2 1/2 dra. x 1/2 oz., 18 gra. x | | |
| 44 X. L..... | 1.60 | 1.80 | 22 Savage..... | 1.40 | | 1/2 oz., drop shot..... | 1.05 | |
| 44 Game Getter..... | 1.50 | 1.60 | 250-3000 Savage..... | 1.95 | | Winchester Leader or Remington U. | | |
| Rim Fire, Ball— | | | 25-21 Stevens..... | 1.90 | 2.55 | M. C. Arrow— | | |
| BB Caps..... | .35 | .35 | 25-25 Stevens..... | 1.90 | 2.55 | 12 3 1/2 dra. x 1 1/2 oz., 26 gra. x | | |
| CB Caps..... | .45 | .45 | 25-35 Winchester..... | 1.20 | | 1 1/2 oz., chilled shot..... | \$1.25 | |
| 22 Short..... | .35 | .30 | 25-35 Short Range..... | 1.20 | | 3 1/2 dra. x 1 1/2 oz., 28 gra. x | | |
| 22 Short H. P..... | .35 | .35 | 25-35 Marlin..... | 1.20 | | 1 1/2 oz., chilled shot..... | 1.30 | |
| 22 Long..... | .35 | .40 | 25 Remington Rimless..... | 1.20 | | 16 2 1/2 dra. x 1/2 oz., 22 gra. x | | |
| 22 Long H. P..... | .40 | .45 | 6 MM U. S. N..... | 1.85 | | 1 1/2 oz., chilled shot..... | 1.15 | |
| 22 Long Rifle..... | .45 | .45 | 7 MM Special Mauser..... | 1.85 | | 20 2 1/2 dra. x 1/2 oz., chilled shot | 1.15 | |
| 22 W. R. F..... | .50 | .55 | 7.65 MM Bel Mauser..... | 1.85 | | 2 1/2 dra. x 1/2 oz., chilled shot | 1.20 | |
| 22 W. R. F., H. P..... | .55 | .60 | 8 MM Mauser..... | 1.85 | | Trap Loads— | | |
| 22 Win. Auto..... | .55 | .55 | 9 MM Mauser..... | 2.05 | | 12 3 dra. x 1 1/2 oz., 7 1/2 Chilled..... | \$1.25 | |
| 22 Win. Auto, H. P..... | .60 | .60 | 80-80 Winchester..... | 1.35 | | 3 1/2 dra. x 1 1/2 oz., 7 1/2 Chilled | 1.25 | |
| 25 Short Stevens..... | .60 | ... | 80 Remington Rimless..... | 1.35 | | Black Powder Loads— | | |
| 25 Stevens..... | .80 | ... | 80 Government Rimless..... | 2.05 | | 12 3 1/2 dra. x 1 1/2 oz., drop shot | 95c | |
| 32 Short..... | .60 | ... | 308 Savage..... | 1.35 | | Caps and Primers— | | |
| 32 Long..... | .70 | ... | 32 Remington Rimless..... | 1.35 | | Percussion..... | .20 | ... |
| 38 Short..... | 1.00 | ... | 32-40 Winchester..... | 1.05 | 1.30 | Musket Caps..... | .25 | ... |
| 38 Long..... | 1.00 | ... | 32-40 Winchester HV..... | 1.35 | | Primers, 100 in box..... | .35 | ... |
| 41 Short..... | 1.05 | ... | 32 Winchester Sif. Ldg..... | 2.45 | | Primers, 250 in box..... | .80 | ... |
| Center Fire Pistol— | | | 32 Winchester Special..... | 1.35 | | Empty Paper Shells—Black Pow.— | | |
| 22 Win. SS..... | 1.30 | 1.50 | 33 Winchester..... | 1.80 | | 13, 16, 20 Ga. per 100..... | 1.50 | |
| 25 Colts Auto..... | 1.35 | 1.75 | 35 Remington Rimless..... | 1.55 | | 10 Ga. per 100..... | 1.65 | |
| 25-30 Single Shot..... | 1.55 | 1.60 | 35 Winchester..... | 1.95 | | For Smokeless Powder, Repeater or | | |
| 25-20 Win..... | 1.35 | 1.75 | 35 Winchester Sif. Ldg..... | 2.55 | | Nitro Club— | | |
| 25-20 Win HV..... | 1.75 | 2.15 | 35 Winchester Sif. Ldg..... | 2.85 | | 12, 16, 20, 28 Ga. per | | |
| 7.65 MM-Mauser..... | 2.15 | 2.30 | 38-55 Winchester Lead..... | 1.30 | 1.55 | 100..... | 1.80 | |
| 9 MM-Luger..... | 2.30 | 2.35 | 38-55 Winchester HV..... | 1.65 | | 10 Ga. per 100..... | 2.10 | |
| 32 Colts Auto..... | 1.35 | 1.10 | 38-56 Winchester..... | 1.30 | 1.55 | Leader or Arrow— | | |
| 32 Colts Short..... | 1.00 | 1.10 | 40-60 Marlin..... | 1.35 | 1.55 | 12, 16, 20, 28 Ga..... | 2.30 | |
| 32 Colts Long..... | 1.15 | 1.25 | 40-60 Winchester..... | 1.35 | 1.65 | 10 Ga. per 100..... | 2.40 | |
| 32 Colts Police Positive..... | 1.15 | 1.35 | 40-65 Winchester..... | 1.35 | 1.65 | Empty Brass Shells— | | |
| 32 S. & W..... | 1.00 | 1.10 | 40-70 Winchester..... | 1.40 | 1.65 | Best Qual. 12, 16, 20, | | |
| 32 S. & W. Long..... | 1.15 | 1.35 | 40-72 Winchester..... | 1.40 | 1.65 | 28, Box 25..... | 2.75 | |
| 32-30 Marlin..... | 1.40 | 1.80 | 40-82 Winchester..... | 1.40 | 1.65 | 2nd Qual 12, 16, 20, | | |
| 32 Winchester..... | 1.40 | 1.80 | 401 Winchester Auto..... | 1.55 | | 28, box 25..... | 2.10 | |
| 32-20 Win HV..... | 1.80 | 1.55 | 405 Winchester..... | 2.30 | | Wads— | | |
| 35 S. & W. Auto..... | 1.55 | 1.40 | 45-60 Winchester..... | 1.40 | 1.60 | Cardboard, box 250..... | .20 | |
| 38 Colts Auto..... | 2.30 | 1.40 | 45-70-405 Government..... | 1.40 | 1.60 | Black Edge, Reg., box | .50 | |
| 38 Colts Short..... | 1.25 | 1.35 | 45-75 Winchester..... | 1.40 | 1.65 | 250..... | .50 | |
| | | | 45-90 Winchester..... | 1.50 | 1.65 | Black Edge, 1/4 in., 125 | .40 | |
| | | | | | | in box..... | .40 | |
| | | | | | | Black Edge, 1/4 in., 250 | .80 | |
| | | | | | | in box..... | .80 | |

ADZES (UNHANDLED)—Carpenters, No. 30, 4 White, \$3.25 each; No. 30, 4 1/2 White, \$3.25 each; No. 231, 3 1/2 Sierra, \$2.75 ea.; No. 231, 4 Sierra, \$2.75 ea.; No. 231, 4 1/2 Sierra, \$2.75 ea. Railroad, No. 30 B, 5 White, \$3.50 each; No. 30 B, 5 1/2 White, \$3.50 each; No. 233, 5 Sierra, \$3.00 each; No. 233, 5 1/2 Sierra, \$3.00 each. Ship, No. 44, 4 White, \$3.85 each; No. 44, 4 1/2 White, \$3.85 each; No. 44, 4 1/2 White, \$4.00 each; No. 45, 4 1/2 White, \$4.50 each; No. 45, 5 White, \$4.50 each; No. 235, 4 Sierra, \$3.50 each; No. 235, 4 1/2 Sierra, \$3.50 each.

ANCHORS—Screws per 100, 8-16, \$4.15; 1/4, \$6.25.

ANVILS—Vulcan—No. 2, 20-lb., \$6.50; No. 3, 30-lb., \$7.50; No. 4, 40-lb., \$8.75; No. 5, 50-lb., \$10; No. 6, 60-lb., \$11; No. 7, 70-lb., \$12; No. 8, 80-lb., \$13. Trenton—80 to 425 lb., 22 1/2 lb.; 70 to 79 lb., 23 lb.; 60 to 69 lb., 23 1/2 lb.; 50 to 59 lb., 24 1/2 lb. With Clip Horn, 2c per lb. extra. Columbia, All Steel—80 lbs. and over, 20 1/2 lb.

ANTIMONY—Slab, 45c lb.

APRONS—Carpenters—California Leg, \$1.50; No. 12 Long Brown, \$1.35; No. 2 Short Brown, 60c.

ASBESTOS—

Mill Board, 35c lb.; Cut, 40c lb.
Paper, 35c lb.; Cut, 40c lb.
Wicking, 1/4-lb. balls, 80c each.
Wicking, 1-lb. lots, \$1.50.
Cement, per sack..... 6.00

AUGERS—Greenlee Carpenters Nut, No. 57.

| Size | 1/4 | 3/8 | 1/2 | 3/4 | 1 | 1 1/4 |
|------|--------|--------|--------|--------|--------|--------|
| Each | \$1.00 | \$1.00 | \$1.15 | \$1.25 | \$1.35 | \$1.65 |
| Size | 1 1/2 | 2 | 2 1/2 | 3 | 3 1/2 | 4 |
| Each | \$2.00 | \$2.35 | \$2.65 | \$4.00 | \$8.00 | |

Greenlee Ship.

| 16ths | 8-10 | 11-12 | 13 | 14 | 15 | 16 |
|---------|--------|--------|--------|--------|--------|--------|
| 60 each | \$1.60 | \$1.75 | \$1.75 | \$1.85 | \$1.95 | \$2.00 |
| 62 each | 1.95 | 2.00 | 2.00 | 2.15 | 2.20 | 2.25 |
| 16ths | 17 | 18 | 19 | 20 | 21 | 22 |
| 60 each | \$2.15 | \$2.25 | \$2.30 | \$2.40 | \$2.50 | \$2.50 |
| 62 each | 2.50 | 2.65 | 2.60 | 2.80 | 3.15 | 3.15 |
| 16ths | 23 | 24 | 25 | 26 | 27 | 28 |
| 60 each | \$2.85 | \$3.00 | \$3.30 | \$3.45 | \$3.75 | \$4.10 |
| 62 each | 3.50 | 3.60 | 3.65 | 3.75 | 4.10 | 4.40 |
| 16ths | 29 | 30 | 31 | 32 | | |
| 60 each | \$4.40 | \$4.70 | \$5.00 | \$5.35 | | |
| 62 each | 4.70 | 5.85 | 5.95 | 6.25 | | |

AXES—Boys' Handled, Blue Wing, \$2.00 each; Pacemaker, \$1.90. Hunters, 670, \$1.50 each; 671, \$1.50 each; 673, \$1.65 each. Boy Scout, 655 S, \$1.85 each; 655, \$1.50 each; 50 S (Sheaths), 50c each. Double Bit Unhandled, Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each. Double Bit Handled, Tuff Temper, 3-4, \$3.25 each; Tuff Temper, 3 1/2-4 1/2, \$3.25 each.

(Continued on Page 163)

RETAIL SELLING PRICES—Continued.

L. & G. ENAMELED WARE—

| | | | | | | | | | | | |
|----------------------|-------|--------|--------|----------------------|-------|--------|------|---------------------|-------|-------|--------|
| Oval Foot Baths. | 150 | ..... | .50 | Drinking Cups. | 220 | ..... | 2.00 | Covered Bake Pans. | | | |
| 0 | ..... | \$1.15 | | 08 | ..... | .15 | | 1 | ..... | ..... | \$.65 |
| 1 | ..... | 1.40 | | 09 | ..... | .15 | | 20 | ..... | ..... | \$.40 |
| 2 | ..... | 1.65 | | 010 | ..... | .20 | | 30 | ..... | ..... | .45 |
| 3 | ..... | 2.00 | | 8 | ..... | .15 | | 40 | ..... | ..... | .50 |
| 4 | ..... | 2.50 | | 9 | ..... | .20 | | 50 | ..... | ..... | .55 |
| Coffee Biggins. | 1050 | ..... | 1.50 | 10 | ..... | .20 | | 60 | ..... | ..... | .60 |
| 0 | ..... | .80 | | 11 | ..... | .35 | | Bed or Douche Pans. | | | |
| 01 | ..... | .85 | | 20 | ..... | .15 | | 2 | ..... | ..... | \$2.00 |
| 00 | ..... | .95 | | 25 | ..... | .20 | | Bed Pans. | | | |
| 010 | ..... | 1.05 | | 40 | ..... | .30 | | 1 | ..... | ..... | \$3.00 |
| 020 | ..... | 1.20 | | Pieced Cups. | | | | Bread Pans. | | | |
| 080 | ..... | 1.80 | | 0 | ..... | .20 | | 2 | ..... | ..... | .35 |
| 040 | ..... | 1.45 | | 6 | ..... | .25 | | 11 | ..... | ..... | .35 |
| 050 | ..... | 1.60 | | 120 | ..... | .40 | | 12 | ..... | ..... | .45 |
| Coffee Boilers. | 12501 | ..... | 2.00 | Straight Cups. | | | | 13 | ..... | ..... | .55 |
| 60 | ..... | \$1.10 | | 0 | ..... | .20 | | Oblong Pans. | | | |
| 70 | ..... | 1.25 | | 50 | ..... | .40 | | 08 | ..... | ..... | .35 |
| 80 | ..... | 1.50 | | 10 | ..... | .20 | | 04 | ..... | ..... | .40 |
| 90 | ..... | 1.80 | | After Dinner Cups & | | | | 01 | ..... | ..... | .80 |
| 100 | ..... | 2.50 | | Saucers. | | | | 02 | ..... | ..... | .35 |
| 601 | ..... | 1.25 | | 10 | ..... | .35 | | Sponge Cake Pans. | | | |
| 701 | ..... | 1.40 | | Cups & Saucers. | | | | 200 | ..... | ..... | .35 |
| 801 | ..... | 1.65 | | 100 | ..... | .35 | | Oblong Stove Pans. | | | |
| 901 | ..... | 2.10 | | 20 | ..... | .35 | | 100 | ..... | ..... | .45 |
| 1001 | ..... | 2.75 | | 400 | ..... | .40 | | 200 | ..... | ..... | .50 |
| Fish Boilers. | 140 | ..... | \$1.75 | 10 | ..... | .45 | | 300 | ..... | ..... | .65 |
| 215 | ..... | \$4.00 | | 20 | ..... | .55 | | 325 | ..... | ..... | .75 |
| 220 | ..... | 4.50 | | 30 | ..... | .65 | | 350 | ..... | ..... | .85 |
| 222 | ..... | 5.00 | | Flaring Cocoa Shaped | | | | 400 | ..... | ..... | .95 |
| 2181 | ..... | 4.25 | | Dippers. | | | | 425 | ..... | ..... | 1.00 |
| 2201 | ..... | 4.75 | | 161 | ..... | .25 | | 450 | ..... | ..... | 1.05 |
| 2221 | ..... | 5.50 | | 151 | ..... | .25 | | 475 | ..... | ..... | 1.15 |
| Ham Boilers. | 14 | ..... | \$1.80 | Genuine Cocoa | | | | 500 | ..... | ..... | 1.25 |
| 170 | ..... | \$2.75 | | Shaped Dippers. | | | | 550 | ..... | ..... | 1.45 |
| 175 | ..... | 3.00 | | 55 | ..... | .50 | | Square Stove Pans. | | | |
| Milk or Rice Boilers | 111 | ..... | 1.75 | Cup Dippers. | | | | 110 | ..... | ..... | .65 |
| 14 | ..... | .95 | | 9 | ..... | .25 | | 111 | ..... | ..... | .70 |
| 16 | ..... | 1.00 | | 10 | ..... | .30 | | 112 | ..... | ..... | .75 |
| 18 | ..... | 1.15 | | 11 | ..... | .35 | | 113 | ..... | ..... | .85 |
| 20 | ..... | 1.25 | | Flaring Dippers. | | | | 114 | ..... | ..... | 1.00 |
| 22 | ..... | 1.50 | | 010 | ..... | .25 | | 115 | ..... | ..... | 1.15 |
| 24 | ..... | 1.75 | | 011 | ..... | .30 | | 116 | ..... | ..... | 1.25 |
| 26 | ..... | 2.00 | | 012 | ..... | .35 | | 118 | ..... | ..... | 1.40 |
| 28 | ..... | 2.50 | | Windsor Dippers. | | | | Square Jelly Cake | | | |
| 30 | ..... | 3.00 | | 100 | ..... | .30 | | Pans. | | | |
| 141 | ..... | 1.00 | | 110 | ..... | .30 | | 99 | ..... | ..... | .30 |
| 161 | ..... | 1.10 | | 112 | ..... | .35 | | 100 | ..... | ..... | .35 |
| 181 | ..... | 1.25 | | 114 | ..... | .40 | | 90 | ..... | ..... | .35 |
| 201 | ..... | 1.40 | | Oblong Soap Dishes. | | | | Jelly Cake Pans. | | | |
| 221 | ..... | 1.65 | | 50 | ..... | .30 | | 8 | ..... | ..... | .25 |
| 241 | ..... | 1.90 | | Wall Soap Dishes. | | | | 9 | ..... | ..... | .25 |
| 261 | ..... | 2.15 | | 60 | ..... | .30 | | 10 | ..... | ..... | .30 |
| 281 | ..... | 2.75 | | 060 | ..... | .20 | | 18 | ..... | ..... | .35 |
| 301 | ..... | 3.50 | | Sink Drainers. | | | | 68 | ..... | ..... | .25 |
| 52 | ..... | 1.05 | | 7 | ..... | .50 | | 69 | ..... | ..... | .30 |
| 52 1/2 | ..... | 1.15 | | 40 | ..... | .40 | | 70 | ..... | ..... | .30 |
| 53 | ..... | 1.20 | | Coffee Flasks. | | | | Mountain Cake Pans. | | | |
| 53 1/2 | ..... | 1.25 | | 10 | ..... | .50 | | 78 | ..... | ..... | .30 |
| 54 | ..... | 1.50 | | Round Coffee Flasks. | | | | 79 | ..... | ..... | .30 |
| 56 | ..... | 2.00 | | 110 | ..... | .65 | | 80 | ..... | ..... | .35 |
| 58 | ..... | 2.50 | | 210 | ..... | .75 | | Oval Dish Pans. | | | |
| 52 1/4 | ..... | 1.25 | | Pieced Funnels. | | | | 15 | ..... | ..... | \$1.50 |
| 52 1/2 | ..... | 1.25 | | 01 | ..... | .30 | | 18 | ..... | ..... | 1.75 |
| 58 1/2 | ..... | 1.50 | | 02 | ..... | .30 | | 22 | ..... | ..... | 2.00 |
| 54 1/2 | ..... | 1.65 | | 08 | ..... | .35 | | Dish Pans. | | | |
| 56 1/2 | ..... | 2.15 | | 04 | ..... | .40 | | 80 | ..... | ..... | .95 |
| 58 1/2 | ..... | 2.75 | | 05 | ..... | .55 | | 100 | ..... | ..... | 1.00 |
| Smls. Bowls. | 40 | ..... | \$2.35 | 06 | ..... | .65 | | 140 | ..... | ..... | 1.15 |
| 9-10 | ..... | .30 | | Fruit Jar Fillers. | | | | 170 | ..... | ..... | 1.35 |
| 12-14 | ..... | .35 | | 20 | ..... | .25 | | 210 | ..... | ..... | 1.55 |
| 16 | ..... | .30 | | Berlin Kettles. | | | | 300 | ..... | ..... | 2.35 |
| 18 | ..... | .35 | | 02 | ..... | .55 | | 400 | ..... | ..... | 3.50 |
| 20 | ..... | .40 | | 03 | ..... | .65 | | 101 | ..... | ..... | .95 |
| 22 | ..... | .45 | | 04 | ..... | .75 | | 141 | ..... | ..... | 1.05 |
| 24 | ..... | .50 | | 05 | ..... | .85 | | 171 | ..... | ..... | 1.25 |
| 26 | ..... | .60 | | 06 | ..... | .90 | | Rinsing Pans. | | | |
| 28 | ..... | .70 | | 08 | ..... | 1.15 | | 08 | ..... | ..... | .85 |
| 30 | ..... | .85 | | 010 | ..... | 1.35 | | 010 | ..... | ..... | .95 |
| Soup Bowls. | 012 | ..... | 1.65 | 021 | ..... | .65 | | 012 | ..... | ..... | 1.00 |
| 125 | ..... | .25 | | 081 | ..... | .75 | | 014 | ..... | ..... | 1.05 |
| Wash Bowls. | 041 | ..... | .90 | 081 | ..... | 1.00 | | 017 | ..... | ..... | 1.25 |
| 26 | ..... | .35 | | 061 | ..... | 1.15 | | Lipped Fry Pans. | | | |
| 28 | ..... | .40 | | 081 | ..... | 1.40 | | 80 | ..... | ..... | .80 |
| 30 | ..... | .45 | | 0101 | ..... | 1.65 | | 81 | ..... | ..... | .85 |
| 32 | ..... | .50 | | 0121 | ..... | 1.85 | | 82 | ..... | ..... | .90 |
| 34 | ..... | .60 | | Convex Kettles. | | | | 83 | ..... | ..... | .95 |
| 36 | ..... | .70 | | 212 | ..... | \$1.05 | | 84 | ..... | ..... | 1.00 |
| Covered Buckets. | 214 | ..... | 1.35 | 216 | ..... | 1.50 | | 85 | ..... | ..... | 1.05 |
| 19 | ..... | .35 | | 218 | ..... | 1.75 | | 86 | ..... | ..... | 1.10 |
| 21 | ..... | .40 | | | | | | National Fry Pans. | | | |
| 21 1/2 | ..... | .45 | | | | | | 49 | ..... | ..... | .80 |
| 22 | ..... | .50 | | | | | | 50 | ..... | ..... | .85 |
| 23 | ..... | .55 | | | | | | 51 | ..... | ..... | .90 |
| 24 | ..... | .60 | | | | | | 52 | ..... | ..... | .95 |
| 25 | ..... | .65 | | | | | | 53 | ..... | ..... | 1.00 |
| 26 | ..... | .70 | | | | | | 54 | ..... | ..... | 1.05 |
| 27 | ..... | .75 | | | | | | | | | |
| 28 | ..... | .80 | | | | | | | | | |
| 29 | ..... | .85 | | | | | | | | | |
| 30 | ..... | .90 | | | | | | | | | |
| 31 | ..... | .95 | | | | | | | | | |
| 32 | ..... | 1.00 | | | | | | | | | |
| 33 | ..... | 1.05 | | | | | | | | | |
| 34 | ..... | 1.10 | | | | | | | | | |
| 35 | ..... | 1.15 | | | | | | | | | |
| 36 | ..... | 1.20 | | | | | | | | | |
| 37 | ..... | 1.25 | | | | | | | | | |
| 38 | ..... | 1.30 | | | | | | | | | |
| 39 | ..... | 1.35 | | | | | | | | | |
| 40 | ..... | 1.40 | | | | | | | | | |
| 41 | ..... | 1.45 | | | | | | | | | |
| 42 | ..... | 1.50 | | | | | | | | | |
| 43 | ..... | 1.55 | | | | | | | | | |
| 44 | ..... | 1.60 | | | | | | | | | |
| 45 | ..... | 1.65 | | | | | | | | | |
| 46 | ..... | 1.70 | | | | | | | | | |
| 47 | ..... | 1.75 | | | | | | | | | |
| 48 | ..... | 1.80 | | | | | | | | | |
| 49 | ..... | 1.85 | | | | | | | | | |
| 50 | ..... | 1.90 | | | | | | | | | |
| 51 | ..... | 1.95 | | | | | | | | | |
| 52 | ..... | 2.00 | | | | | | | | | |
| 53 | ..... | 2.05 | | | | | | | | | |
| 54 | ..... | 2.10 | | | | | | | | | |
| 55 | ..... | 2.15 | | | | | | | | | |
| 56 | ..... | 2.20 | | | | | | | | | |
| 57 | ..... | 2.25 | | | | | | | | | |
| 58 | ..... | 2.30 | | | | | | | | | |
| 59 | ..... | 2.35 | | | | | | | | | |
| 60 | ..... | 2.40 | | | | | | | | | |
| 61 | ..... | 2.45 | | | | | | | | | |
| 62 | ..... | 2.50 | | | | | | | | | |
| 63 | ..... | 2.55 | | | | | | | | | |
| 64 | ..... | 2.60 | | | | | | | | | |
| 65 | ..... | 2.65 | | | | | | | | | |
| 66 | ..... | 2.70 | | | | | | | | | |
| 67 | ..... | 2.75 | | | | | | | | | |
| 68 | ..... | 2.80 | | | | | | | | | |
| 69 | ..... | 2.85 | | | | | | | | | |
| 70 | ..... | 2.90 | | | | | | | | | |
| 71 | ..... | 2.95 | | | | | | | | | |
| 72 | ..... | 3.00 | | | | | | | | | |
| 73 | ..... | 3.05 | | | | | | | | | |
| 74 | ..... | 3.10 | | | | | | | | | |
| 75 | ..... | 3.15 | | | | | | | | | |
| 76 | ..... | 3.20 | | | | | | | | | |
| 77 | ..... | 3.25 | | | | | | | | | |
| 78 | ..... | 3.30 | | | | | | | | | |
| 79 | ..... | 3.35 | | | | | | | | | |
| 80 | ..... | 3.40 | | | | | | | | | |
| 81 | ..... | 3.45 | | | | | | | | | |
| 82 | ..... | 3.50 | | | | | | | | | |
| 83 | ..... | 3.55 | | | | | | | | | |
| 84 | ..... | 3.60 | | | | | | | | | |
| 85 | ..... | 3.65 | | | | | | | | | |
| 86 | ..... | 3.70 | | | | | | | | | |
| 87 | ..... | 3.75 | | | | | | | | | |
| 88 | ..... | 3.80 | | | | | | | | | |
| 89 | ..... | 3.85 | | | | | | | | | |
| 90 | ..... | 3.90 | | | | | | | | | |
| 91 | ..... | 3.95 | | | | | | | | | |
| 92 | ..... | 4.00 | | | | | | | | | |
| 93 | ..... | 4.05 | | | | | | | | | |

RETAIL SELLING PRICES—Continued

| | | | | |
|--------------------|----------------------|-----------------------|----------------------|------------------|
| 55 ..... .70 | Lipped Sauce Pans. | 58 Soup Plates. | 1450 1.60 | 218 6.00 |
| 56 ..... .75 | 9 ..... .35 | 58 ..... .35 | 1850 1.90 | 224 7.50 |
| Muffin Pans. | 10 ..... .30 | 59 ..... .30 | 1850 2.25 | 236 9.00 |
| 406 ..... .45 | 12 ..... .30 | 60 ..... .35 | Berlin Sauce Pots. | 312 9.00 |
| 408 ..... .55 | 14 ..... .35 | Coffee Pots. | 02 ..... .55 | 318 12.00 |
| 409 ..... .65 | 16 ..... .35 | 2 1/2 ..... .55 | 03 ..... .65 | 324 15.00 |
| 412 ..... .75 | 18 ..... .40 | 3 ..... .60 | 04 ..... .75 | 336 18.00 |
| Corn Cake Pans. | 20 ..... .45 | 4 ..... .65 | 05 ..... .85 | Bread Raisers. |
| 706 ..... .55 | 22 ..... .55 | 5 ..... .75 | 06 ..... .90 | 10 \$1.75 |
| 708 ..... .65 | 24 ..... .60 | 15 ..... .85 | 08 1.15 | 14 2.00 |
| 709 ..... .75 | 26 ..... .65 | 25 ..... .90 | 010 1.40 | 17 2.35 |
| 712 ..... .85 | 28 ..... .80 | 45 ..... .90 | 012 1.65 | 21 2.75 |
| Milk Pans. | 30 ..... .95 | 55 1.05 | 021 ..... .65 | 101 2.00 |
| 00 ..... .20 | Straight Sauce Pans. | 21 1/2 ..... .55 | 031 ..... .75 | 141 2.25 |
| 0 ..... .20 | 250 ..... .55 | 31 ..... .60 | 041 ..... .90 | 171 2.75 |
| 11 ..... .25 | 350 ..... .65 | 51 ..... .65 | 051 1.00 | 211 3.25 |
| 15 ..... .25 | 450 ..... .80 | 151 ..... .75 | 061 1.15 | Nesco Perfect |
| 20 ..... .30 | 650 1.00 | 251 ..... .85 | 081 1.35 | Roasters. |
| 30 ..... .35 | Shallow Stew Pans. | 351 ..... .90 | 0101 1.65 | 150 \$2.50 |
| 40 ..... .40 | 2 ..... .30 | 451 1.00 | 0121 1.85 | 180 3.25 |
| 50 ..... .50 | 4 ..... .35 | 551 1.15 | Convex Sauce Pots. | 200 4.20 |
| 60 ..... .55 | 6 ..... .40 | 05 ..... .90 | 212 \$1.05 | Grocers' Scoops. |
| 80 ..... .65 | Deep Stew Pans. | 015 1.00 | 214 1.25 | 2 ..... .40 |
| 100 ..... .70 | 14 ..... .35 | 025 1.15 | 216 1.50 | 3 ..... .50 |
| 120 ..... .85 | 16 ..... .35 | 035 1.20 | 218 1.75 | 4 ..... .55 |
| Pudding Pans. | 18 ..... .40 | 045 1.35 | 220 2.00 | 5 ..... .65 |
| 50 ..... .25 | 20 ..... .45 | 055 1.50 | 222 2.50 | 20 ..... .55 |
| 100 ..... .35 | 22 ..... .50 | 051 1.00 | 2121 1.20 | 30 ..... .65 |
| 150 ..... .30 | Molasses Pitchers. | 0151 1.05 | 2141 1.40 | 40 ..... .85 |
| 200 ..... .30 | 601 ..... .55 | 0251 1.15 | 2161 1.75 | 50 1.00 |
| 300 ..... .35 | Convex Water | 0351 1.20 | 2181 2.00 | Flat Skimmers. |
| 400 ..... .40 | Pitchers. | 0451 1.40 | 2201 2.25 | 9 ..... .30 |
| 500 ..... .50 | 401 ..... .60 | 0551 1.55 | 2221 2.75 | 10 ..... .20 |
| 600 ..... .55 | 402 ..... .65 | Tea Pots. | Oval Sauce Pots. | 11 ..... .25 |
| 800 ..... .65 | 403 ..... .75 | 00 ..... .50 | 2 \$2.00 | 12 ..... .25 |
| 1000 ..... .70 | 404 ..... .85 | 01 ..... .55 | 3 2.25 | Spittoons. |
| Pan Pans. | 405 ..... .90 | 0 ..... .65 | 4 2.50 | 200 ..... .85 |
| 1 ..... .50 | 406 1.00 | 10 ..... .70 | 20 2.25 | 300 1.10 |
| 2 ..... .55 | Water Pitchers. | 20 ..... .80 | 30 2.50 | Club Spittoons. |
| 3 ..... .65 | 5 \$1.00 | 30 ..... .85 | 40 2.75 | 100 \$1.25 |
| 30 ..... .75 | 10 1.15 | 40 ..... .95 | Straight Sauce Pots. | Hotel Spittoons. |
| Berlin Sauce Pans. | 20 1.25 | 50 1.05 | 014 ..... .50 | 150 \$2.50 |
| 02 ..... .55 | 0 ..... .70 | 001 ..... .60 | 016 ..... .65 | Basting Spoons. |
| 03 ..... .65 | 1 ..... .80 | 011 ..... .65 | 018 ..... .70 | 10 ..... .15 |
| 04 ..... .75 | 2 ..... .90 | 01 1/2 ..... .70 | 020 ..... .85 | 12 ..... .20 |
| 05 ..... .85 | 3 1.05 | 101 ..... .80 | 022 1.00 | 14 ..... .20 |
| 06 ..... .95 | 4 1.20 | 201 ..... .85 | 024 1.25 | 16 ..... .20 |
| 08 1.15 | 6 2.00 | 301 ..... .95 | 026 1.50 | 18 ..... .25 |
| 010 1.35 | Pitchers & Bowls. | 401 1.05 | 028 2.00 | Steamers. |
| 012 1.65 | 100 \$1.55 | 501 1.15 | 030 2.25 | 7 \$1.15 |
| 021 ..... .65 | 200 1.75 | 1000 ..... .95 | 032 2.50 | 8 1.35 |
| 031 ..... .75 | Dinner Plates. | 1010 1.00 | 80 1.25 | 9 1.50 |
| 041 ..... .90 | 19 ..... .35 | 1020 1.15 | 100 1.50 | Tea Steepers. |
| 051 1.00 | 20 ..... .50 | 1030 1.25 | 120 1.75 | 2 ..... .50 |
| 061 1.15 | 21 ..... .85 | 1040 1.40 | 160 2.25 | 3 ..... .55 |
| 081 1.40 | Pie Plates. | 1050 1.55 | 200 2.75 | Handy Strainers. |
| 0101 1.65 | 27 ..... .30 | 2000 1.00 | 301 1.40 | 140 ..... .15 |
| 0121 1.85 | 28 ..... .30 | 2010 1.10 | 1001 1.75 | Gravy Strainers. |
| Comb. Dbl Sauce | 29 ..... .35 | 2020 1.20 | 1201 2.00 | 2 ..... .85 |
| Pans. | 30 ..... .35 | 2030 1.35 | 1601 2.50 | Jelly Strainers. |
| 1 \$1.50 | 31 ..... .35 | 2040 1.45 | 2001 3.00 | 30 ..... .80 |
| 11 1.75 | 32 ..... .35 | 2050 1.65 | Covered Stove Pots. | Oake Turners. |
| Comb. Triple Sauce | 33 ..... .35 | Fireless Cooker Pots. | 706 \$1.25 | 18 ..... .15 |
| Pans. | 34 ..... .35 | 430 ..... .85 | 707 1.50 | 14 ..... .20 |
| 10 \$2.25 | 35 ..... .35 | 620 1.15 | 708 2.00 | Female Urinals. |
| 101 2.50 | 36 ..... .35 | 820 1.40 | 709 2.50 | 1 \$2.00 |
| Sauce Pans. | 37 ..... .35 | 1220 1.60 | 7061 1.50 | Male Urinals. |
| 162 ..... .55 | Lebanon Pie Plates. | 1420 1.75 | 7071 1.75 | 2 \$1.85 |
| 163 ..... .60 | 47 ..... .25 | 1820 1.90 | 7081 2.25 | |
| 164 ..... .70 | 48 ..... .35 | 450 1.15 | 7091 2.75 | |
| | 49 ..... .30 | 650 1.55 | Soup Stock Pots. | |
| | 50 ..... .30 | 850 1.85 | 212 \$4.50 | |

(Continued from Page 161)

Tuff Temper, 4-5, \$3.50 each. Single Bit Handled, Blue Wing, 3-4, \$3.00 each; Blue Wing, 3 1/2-4 1/2, \$3.00 each; Blue Wing, 4-5, \$3.00 each; Dreadnaught, 3-4, \$2.75 each; Dreadnaught, 3 1/2-4 1/2, \$2.75 each; Dreadnaught, 4-5, \$2.75 each; Bluebird, 3-4, \$2.75 each; Bluebird, 3 1/2-4 1/2, \$2.75 each; Bluebird, 4-5, \$2.75 each; Pacemaker, 3-4, \$2.75 each; Pacemaker, 3 1/2-4 1/2, \$2.75 each; Pacemaker, 4-5, \$2.75 each; Tuff Temper, 3-4, \$2.75 each; Tuff Temper, 3 1/2-4 1/2, \$2.75 each; Tuff Temper, 4-5, \$2.75 each; Quaker City, 3-4, \$2.75 each; Quaker City, 3 1/2-4 1/2, \$2.75 each; Quaker City, 4-5, \$2.75 each; Old Forge, 3-4, \$2.50 each; Old Forge, 3 1/2-4 1/2, \$2.50 each; Old Forge, 4-5, \$2.50 each; Freighters, 3-4, \$2.50 each.

BABBITT—Frictionless, 85c lb.; Magnolia, 40c lb.; No. 4, 25c lb.; No. 1, 30c lb.; No. A, \$1.30 lb.; Challenge, \$1.25 lb.; Special Motor, 90c lb.; Excelsior, 80c lb.; Acme, 65c lb.; XXXX Nicked, \$1.40 lb.

BARS—Crow, Pinch Point No. 10, 15c lb.; Wedge No. 15, 15c lb.; Liming No. 30, 15c lb.; Digging No. 530, 25c lb.; Tamping No. 25, 15c lb.; Claw No. 30, 18c lb. Ripping or Wrecking, Goose Neck No. 8657—1/4 x 18, 50c each; Goose Neck No. 8659—1/4 x 24, 75c each; Goose Neck No. 3662—1/4 x 24, 90c each.

BATTERIES DRY CELL—Columbia, No. 6, 45c each; No. 6-S, 45c each; No. 16, \$1.40 each. Red Devil or Red Label, No. 6-D, 45c each. Hot Shot Multiple, No. 1662, \$3.85 each; No. 1662, \$3.15 each. Ever Ready same price as Columbia.

BIBBS—Compression—

Plain 1112—1/2 inch Rough, 90c each; 1/2 inch, \$1.15 each; 1/2 inch, \$1.50 each; 1 inch, \$2.75 each.
112—1/2 inch Finished, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.60 each; 1 inch, \$3.00 each.
0112—1/2 inch Nickel-plated, \$1.15 each; 1/2 inch, \$1.35 each; 1/2 inch, \$1.85 each; 1 inch, \$3.25.
Hose 1113—1/2 inch Rough, \$1.00 each; 1/2 inch, \$1.25 each; 1/2 inch, \$1.65 each; 1 inch, \$2.75 each; 1 1/4 inch, \$5.50 each; 1 1/2 inch, \$7.25 each.
113—1/2 inch Finished, \$1.15 each; 1/2 inch, \$1.35 each; 1/2 inch, \$1.85 each; 1 inch, \$3.25 each.
0113—1/2 inch Nickel-plated, \$1.35 each; 1/2 inch, \$1.50 each; 1/2 inch, \$2.00 each.

BITS—Auger

| Size 16ths. | 3 | 4-8 | 9-10 | 10-12 | 13-14 | 14-16 | 18 | 20 |
|-------------|------|------|------|-------|-------|-------|-------|-------|
| 11—List. | | | | | | | | |
| Dos. | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 31—Sell. | | | | | | | | |
| Each. | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.30 |
| 100—List. | | | | | | | | |
| Dos. | 6.00 | 5.00 | 6.00 | 7.00 | 8.25 | 9.50 | 12.00 | 14.00 |
| 100—Sell. | | | | | | | | |
| Each. | .45 | .40 | .45 | .50 | .75 | .90 | 1.10 | 1.30 |
| 101—List. | | | | | | | | |
| Dos. | 5.00 | 6.00 | 7.00 | 8.25 | ... | ... | ... | ... |
| 101—Sell. | | | | | | | | |
| Each. | .40 | .45 | .50 | .75 | ... | ... | ... | ... |

RETAIL SELLING PRICES—Continued

| | | | | | | | | |
|---|-------|-------|--------|--------|--------------|--------|-----------------|-------|
| Size 16ths. | 3 | 4-6 | 7 | 8 | 9 | 10 | 11-12 | 18-14 |
| 35—List. | | | | | | | | |
| Doz... | 4.50 | 4.00 | 4.50 | 5.00 | 5.50 | 6.00 | 7.00 | 8.00 |
| 35—Sell. | | | | | | | | |
| Each... | .30 | .25 | .30 | .35 | .40 | .45 | .50 | .60 |
| Size 16ths. | | | 15-16 | 17-18 | 20 | 22 | 24 | |
| 35—List. | | | | | | | | |
| Doz... | | | 9.00 | 10.50 | 12.00 | 13.50 | 15.00 | |
| 35—Sell. | | | | | | | | |
| Each... | | | .75 | .70 | .85 | .95 | 1.00 | |
| Size 16ths. | 4-6 | 7 | 8 | 9 | 10 | 11 | 12 | 13 |
| 47—List. | | | | | | | | |
| Doz... | 9.00 | 10.00 | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 |
| 47—Sell. | | | | | | | | |
| Each... | .45 | .65 | .75 | .90 | .95 | 1.00 | 1.10 | 1.15 |
| Size 16ths. | | | | | | 14 | 15 | 16 |
| 47—List. | | | | | | | | |
| Doz... | | | | | 19.00 | 20.50 | 22.00 | |
| 47—Sell. | | | | | | | | |
| Each... | | | | | 1.20 | 1.80 | 1.40 | |
| Size 16ths. | 5-8 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| 53—List. | | | | | | | | |
| Doz... | 11.25 | 12.50 | 13.75 | 15.00 | 16.25 | 17.50 | 19.00 | 20.50 |
| 53—Sell. | | | | | | | | |
| Each... | 1.85 | 1.50 | 1.65 | 1.80 | 1.90 | 1.95 | 2.35 | 2.45 |
| Solid Center, in Sets—111½, \$1.60 set; 15, \$3.55 set; 26, \$5.40 set; 35, \$7.90 set; 35 C, \$5.00 set. | | | | | | | | |
| Irwin, in Sets—53, \$4.00 set; 55, \$4.75 set; 55 C, \$5.00 set. | | | | | | | | |
| Russell Jennings, in Sets—4520½, \$4.90 set; 4532½, 4532½ C, \$8.25 set; 4720½, \$5.10 set. | | | | | | | | |
| BELLS—Kentucky Cow—No. 0, \$1.00 each; No. 1, 85c each; No. 2, 75c each; No. 3, 55c each; No. 4, 45c each; No. 5, 35c each; No. 6, 30c each; No. 7, 25c each. | | | | | | | | |
| BELLS—2½-inch, Nonpareil, 60c each; 3-inch, Nonpareil, 70c each. | | | | | | | | |
| BEVELS—Sliding T—No. 18: 6-in., 75c; 8-in., 90c; 10-in., \$1.00. No. 25: 6-in., 50c; 8-in., 55c; 10-in., 60c; 12-in., 65c; 14-in., 75c. | | | | | | | | |
| BLOCKS—Wood Tackle. | | | | | | | | |
| | Size | Com. | Com. | Com. | Pat. | Pat. | Pat. | |
| | | Snpl. | Dbl. | Triple | Snpl. | Dbl. | Trpl. | |
| 8-inch | ..... | .80 | \$1.45 | \$1.90 | \$1.20 | \$2.20 | \$3.20 | |
| 4-inch | ..... | .95 | 1.75 | 2.35 | 1.30 | 2.50 | 3.60 | |
| 5-inch | ..... | 1.00 | 1.90 | 2.50 | 1.40 | 2.80 | 3.85 | |
| 6-inch | ..... | 1.20 | 2.20 | 3.20 | 1.65 | 3.15 | 4.35 | |
| 7-inch | ..... | 1.45 | 2.65 | 3.85 | 1.65 | 3.65 | 5.50 | |
| 8-inch | ..... | 1.80 | 3.10 | 4.65 | 2.50 | 4.50 | 6.60 | |
| 10-inch | ..... | 3.00 | 4.90 | 6.85 | 3.85 | 6.60 | 9.25 | |
| 12-inch | ..... | 4.85 | 8.25 | 11.70 | 5.80 | 10.00 | 14.50 | |
| BLOCKS—Steel Tackle. | | | | | | | | |
| | Size | | | | Single | | Double | |
| 3-inch | ..... |  |  |  | \$.90 | | \$1.50 | |
| 4-inch | ..... |  |  |  | 1.00 | | 1.85 | |
| 5-inch | ..... |  |  |  | 1.10 | | 2.00 | |
| 6-inch | ..... |  |  |  | 1.25 | | 2.35 | |
| 8-inch | ..... |  |  |  | 1.85 | | 3.25 | |
| 10-inch | ..... |  |  |  | 3.00 | | 5.00 | |
| BLOCKS—Wood Snatch. | | | | | | | | |
| 6-inch | ..... |  |  |  |  |  | \$3.00 | |
| 8-inch | ..... |  |  |  |  |  | 4.35 | |
| 10-inch | ..... |  |  |  |  |  | 6.35 | |
| 12-inch | ..... |  |  |  |  |  | 7.50 | |
| BLOWERS—No. 400 Champion, \$25.00; No. 40 Lancaster, \$20.00; Royal, \$30.00. | | | | | | | | |
| BOARDS, IRONING— | | | | | | | | |
| With Table—No. 2, Plain, \$2.00 each; No. 14, Holdfast, \$2.00 each; No. 10, Springer, 60x15 in. sleeve board, \$3.00 each; No. 20, Springer, 54x13 in. sleeve board, \$2.75 each; No. 30, Springer, 54x13 in., no sleeve board, \$2.25 each; No. 40, Springer, 50x12 in., no sleeve board, \$2.00 each. | | | | | | | | |
| Without Table (Skirt Boards)—4 foot, 75c each; 5 foot, \$1.00 each; 5½ foot, \$1.25 each; 6 foot, \$1.50 each. | | | | | | | | |
| BOARDS, STOVE— | | | | | | | | |
| Paper Lined—No. 45—18x18, 80c each; 24x24, 90c each; 26x26, \$1.00 each; 28x28, \$1.15 each; 30x30, \$1.35 each; 32x32, \$1.75 each; 36x36, \$2.00 each. No. 125—24x36, \$1.50 each; 26x30, \$1.60 each; 28x34, \$1.75 each; 30x36, \$2.00 each; 32x42, \$2.50 each. No. 200—18x18, 85c each; 24x24, \$1.00 each; 26x26, \$1.15 each; 28x28, \$1.25 each; 30x30, \$1.50 each; 32x32, \$1.75 each; 36x36, \$2.25 each. | | | | | | | | |
| Wood Lined—No. 80—24x24, \$1.50 each; 26x26, \$1.75 each; 28x28, \$2.00 each; 30x30, \$2.40 each; 32x32, \$3.00 each; 36x36, \$3.50 each. No. 90—24x36, \$2.00 each; 26x32, \$2.00 each; 28x34, \$2.50 each; 30x38, \$3.00 each; 32x42, \$3.50 each. | | | | | | | | |
| For future delivery, D½% from above prices. | | | | | | | | |
| BOARDS, WASH—Toy No 815, 20c each; Single Zinc No. 820, 40c each; 980, 50c each; 983, 45c each; Double Zinc No. 984, 80c each; Brass No. 801, 90c each; Blue Enamel No. 964, 75c each; Glass No. 963, 60c each. | | | | | | | | |
| BOLTS— | | | | | | | | |
| Carriage— | | | | | | | | |
| Small | ..... |  |  |  | Contractors. | | Retail, by doz. | |
| Large | ..... |  |  |  | Plus 10% | | Plus 50% | |
| Machine— | | | | | Plus 25% | | Plus 50% | |
| Small | ..... |  |  |  | Plus 10% | | Plus 50% | |
| Large | ..... |  |  |  | Plus 25% | | Plus 50% | |
| Stove Bolts, 30% off List. | | | | | | | | |
| Stud | ..... |  |  |  | Plus 30% | | Plus 50% | |

| | | | | | | | | |
|------------------------------|--------------|----------|----------|----------|------|------|-------|-------|
| BOLTS— | | | | | | | | |
| Common Carriage— | 3-16 & ¼-in. | 5-16-in. | ¾-in. | 1-in. | | | | |
| | Doz. 100 | Doz. 100 | Doz. 100 | Doz. 100 | | | | |
| 1-1½ | ..... | .20 | 1.00 | .35 | 1.40 | .30 | 1.90 | .55 |
| 2 | ..... | .20 | 1.10 | .35 | 1.52 | .30 | 2.08 | .55 |
| 2½ | ..... | .20 | 1.20 | .30 | 1.64 | .35 | 2.22 | .60 |
| 3 | ..... | .20 | 1.30 | .30 | 1.78 | .35 | 2.38 | .60 |
| 3½ | ..... | .25 | 1.40 | .30 | 1.88 | .40 | 2.54 | .65 |
| 4 | ..... | .25 | 1.50 | .30 | 2.02 | .45 | 2.66 | .70 |
| 4½ | ..... | .25 | 1.60 | .35 | 2.14 | .45 | 2.82 | .75 |
| 5 | ..... | .30 | 1.70 | .35 | 2.24 | .45 | 2.98 | .80 |
| 5½ | ..... | .30 | 1.80 | .40 | 2.36 | .50 | 3.18 | .85 |
| 6 | ..... | .30 | 1.90 | .40 | 2.48 | .50 | 3.34 | .85 |
| 6½ | ..... | .35 | 2.15 | .45 | 2.80 | .55 | 3.72 | .90 |
| 7 | ..... | .35 | 2.40 | .45 | 3.11 | .60 | 4.10 | .95 |
| 7½ | ..... | .40 | 2.75 | .50 | 3.24 | .65 | 4.32 | 1.00 |
| 8 | ..... | .40 | 3.05 | .50 | 3.37 | .65 | 4.54 | 1.05 |
| 8½ | ..... | ..... | ..... | .55 | 3.51 | .70 | 4.72 | 1.10 |
| 9 | ..... | ..... | ..... | .55 | 3.65 | .75 | 4.90 | 1.15 |
| 9½ | ..... | ..... | ..... | .60 | 3.79 | .80 | 5.08 | 1.20 |
| 10 | ..... | ..... | ..... | .60 | 3.92 | .80 | 5.27 | 1.25 |
| BOLTS— | | | | | | | | |
| Machine Square Head and Nut— | | | | | | | | |
| | ¾-in. | 5-16-in. | ¾-in. | 1-in. | | | | |
| | Doz. 100 | Doz. 100 | Doz. 100 | Doz. 100 | | | | |
| 1-1½ | ..... | .25 | 1.70 | .30 | 2.00 | .35 | 2.40 | .40 |
| | | | | ¾-in. | | .80 | 5.30 | 1.20 |
| | | | | 5-16-in. | | .35 | 2.56 | .45 |
| 2 | ..... | .25 | 1.78 | .30 | 2.12 | .35 | 2.56 | .45 |
| | | | | ¾-in. | | .85 | 5.69 | 1.30 |
| | | | | 5-16-in. | | .35 | 2.72 | .50 |
| 2½ | ..... | .30 | 1.86 | .35 | 2.24 | .40 | 2.72 | .50 |
| | | | | ¾-in. | | .90 | 5.89 | 1.40 |
| | | | | 5-16-in. | | .35 | 2.88 | .55 |
| 3 | ..... | .30 | 1.94 | .35 | 2.36 | .40 | 2.88 | .55 |
| | | | | ¾-in. | | .95 | 6.08 | 1.45 |
| | | | | 5-16-in. | | .35 | 3.04 | .55 |
| 3½ | ..... | .30 | 2.02 | .40 | 2.48 | .45 | 3.04 | .55 |
| | | | | ¾-in. | | 1.05 | 6.66 | 1.55 |
| | | | | 5-16-in. | | .35 | 3.20 | .60 |
| 4 | ..... | .30 | 2.10 | .40 | 2.60 | .45 | 3.20 | .60 |
| | | | | ¾-in. | | 1.10 | 7.24 | 1.60 |
| | | | | 5-16-in. | | .35 | 3.40 | .65 |
| 4½ | ..... | .35 | 2.20 | .45 | 2.75 | .50 | 3.40 | .65 |
| | | | | ¾-in. | | 1.15 | 7.62 | 1.70 |
| | | | | 5-16-in. | | .35 | 3.59 | .70 |
| 5 | ..... | .35 | 2.30 | .45 | 2.90 | .50 | 3.59 | .70 |
| | | | | ¾-in. | | 1.20 | 8.01 | 1.80 |
| | | | | 5-16-in. | | .35 | 3.75 | .70 |
| 5½ | ..... | .40 | 2.39 | .50 | 3.02 | .55 | 3.75 | .70 |
| | | | | ¾-in. | | 1.25 | 8.40 | 1.90 |
| | | | | 5-16-in. | | .35 | 3.89 | .75 |
| 6 | ..... | .40 | 2.47 | .50 | 3.14 | .60 | 3.89 | .75 |
| | | | | ¾-in. | | 1.30 | 8.79 | 1.95 |
| | | | | 5-16-in. | | .35 | 4.07 | .80 |
| 6½ | ..... | ..... | ..... | .55 | 3.27 | .65 | 4.07 | .80 |
| | | | | ¾-in. | | 1.40 | 9.17 | 2.10 |
| | | | | 5-16-in. | | .35 | 4.24 | .85 |
| 7 | ..... | ..... | ..... | .55 | 3.39 | .65 | 4.24 | .85 |
| | | | | ¾-in. | | 1.45 | 9.56 | 2.20 |
| | | | | 5-16-in. | | .35 | 4.59 | .90 |
| 8 | ..... | ..... | ..... | .60 | 3.63 | .70 | 4.59 | .90 |
| | | | | ¾-in. | | 1.50 | 10.34 | 2.35 |
| | | | | 5-16-in. | | .35 | 4.90 | ..... |
| 9 | ..... | ..... | ..... | .65 | 3.89 | .75 | 4.90 | ..... |
| | | | | ¾-in. | | 1.55 | 11.12 | 2.50 |
| | | | | 5-16-in. | | .35 | 5.22 | ..... |
| 10 | ..... | ..... | ..... | .65 | 3.99 | .75 | 5.22 | ..... |
| | | | | ¾-in. | | 1.60 | 11.89 | 2.65 |
| | | | | 5-16-in. | | .35 | 5.55 | ..... |
| 11 | ..... | ..... | ..... | .70 | 4.14 | .80 | 5.55 | ..... |
| | | | | ¾-in. | | 1.65 | 12.67 | 2.80 |
| | | | | 5-16-in. | | .35 | 5.87 | ..... |
| 12 | ..... | ..... | ..... | .70 | 4.24 | .80 | 5.87 | ..... |
| | | | | ¾-in. | | 1.70 | 13.44 | 3.00 |
| | | | | 5-16-in. | | .35 | 6.19 | ..... |
| 13 | ..... | ..... | ..... | .75 | 4.39 | .85 | 6.19 | ..... |
| | | | | ¾-in. | | 1.75 | 14.23 | 3.20 |
| | | | | 5-16-in. | | .35 | 6.50 | ..... |
| 14 | ..... | ..... | ..... | .75 | 4.49 | .85 | 6.50 | ..... |
| | | | | ¾-in. | | 1.80 | 15.00 | 3.40 |
| | | | | 5-16-in. | | .35 | 6.81 | ..... |
| 15 | ..... | ..... | ..... | .75 | 4.59 | .85 | 6.81 | ..... |
| | | | | ¾-in. | | 1.85 | 15.77 | 3.60 |
| | | | | 5-16-in. | | .35 | 7.12 | ..... |
| 16 | ..... | ..... | ..... | .75 | 4.69 | .85 | 7.12 | ..... |
| | | | | ¾-in. | | 1.90 | 16.54 | 3.80 |
| | | | | 5-16-in. | | .35 | 7.43 | ..... |

HARDWARE WORLD

RETAIL SELLING PRICES—Continued.

165

| BOTTLES—Vacuum. | | | | Thermos. Universal. | | | | Floor or Garage | | | |
|--|-------|---------------|----------------------|--------------------------|---------|------------|--------|-----------------|------|-----|------|
| 10 | ..... |  |  | \$1.75 | 61 | \$1.75 | 12 | ..... | .85 | 220 | 2.15 |
| 10q | ..... |  |  | 2.75 | 62 | 2.75 | 14 | ..... | 1.10 | 224 | 2.70 |
| 11 | ..... |  |  | 2.00 | 21 | 2.00 | 16 | ..... | 1.35 | 312 | 1.20 |
| 11q | ..... |  |  | 3.25 | 22 | 3.25 | 112 | ..... | 1.40 | 314 | 1.40 |
| 14 | ..... |  |  | 2.25 | 71 | 2.25 | 114 | ..... | 1.65 | 316 | 1.65 |
| 14q | ..... |  |  | 3.50 | 72 | 3.50 | 116 | ..... | 1.80 | 614 | 3.75 |
| 15 1/4 | ..... |  |  | 2.75 | 91 | 3.00 | 214 | ..... | 1.20 | 616 | 4.50 |
| 15 | ..... |  |  | 3.00 | 92 | 4.50 | 216 | ..... | 1.65 | 618 | 5.25 |
| 15q | ..... |  |  | 4.50 | 81 | 3.25 | 218 | ..... | 1.90 | | |
| 6 | ..... |  |  | 3.25 | 82 | 5.00 | | | | | |
| 6q | ..... |  |  | 5.00 | | | | | | | |
| Fillers—Thermos and Universal. | | | | | | | | | | | |
| 1/2 Pint | ..... |  |  | \$1.25 | | | | | | | |
| 1 Pint | ..... |  |  | 1.50 | | | | | | | |
| 1 Quart | ..... |  |  | 2.50 | | | | | | | |
| Lunch Kits— | | | | Thermos. | | Universal. | | | | | |
| 391 & 395 | ..... |  |  | \$3.00 | 810 | \$3.25 | | | | | |
| 392 & 396 | ..... |  |  | 3.25 | 410 | 3.50 | | | | | |
| 393 & 397 | ..... |  |  | 3.50 | 510 | 3.75 | | | | | |
| 394 & 398 | ..... |  |  | 4.25 | | | | | | | |
| BRACKETS—Shelf— | | | | | | | | | | | |
| Japanned— | | Pair | | B. P.— | | Pair | | | | | |
| 3x 4 | ..... | \$ .30 | | 3x 4 | ..... | \$ .35 | | | | | |
| 4x 5 | ..... | .25 | | 4x 5 | ..... | .40 | | | | | |
| 5x 7 | ..... | .30 | | 5x 7 | ..... | .50 | | | | | |
| 6x 8 | ..... | .40 | | 6x 8 | ..... | .65 | | | | | |
| 7x 9 | ..... | .45 | | 7x 9 | ..... | .75 | | | | | |
| 8x10 | ..... | .50 | | 8x10 | ..... | .80 | | | | | |
| 10x12 | ..... | .65 | | 10x12 | ..... | 1.00 | | | | | |
| 12x14 | ..... | 1.00 | | 12x14 | ..... | 1.25 | | | | | |
| 16x18 | ..... | 3.25 | | N.P. & O.O. same as B.P. | | | | | | | |
| BRACES— | | | | | | | | | | | |
| | | 811 | 911 | 923 | 945 | 956 | | | | | |
| 6 | ..... |  | \$2.55 | \$2.35 | | | | | | | |
| 8 | ..... | \$3.85 | 2.85 | 2.25 | | | | | | | |
| 10 | ..... |  | 3.50 | 3.00 | 2.50 | \$1.75 | \$.85 | | | | |
| 12 | ..... |  | 3.75 | 3.25 | 3.00 | 2.00 | 1.00 | | | | |
| 14 | ..... |  | 4.25 | 3.75 | 3.25 | | | | | | |
| 16 | ..... |  | 4.50 | | | | | | | | |
| | | | 993 | 921 | 955 | | | | | | |
| 8 | ..... |  | 3.00 | 3.00 | | | | | | | |
| 10 | ..... |  | 4.15 | 3.25 | 1.50 | | | | | | |
| 12 | ..... |  |  | 3.50 | 1.65 | | | | | | |
| | | | 8008 | 8010 | 8012 | 8014 | | | | | |
| PS&W | ..... |  | \$3.00 | \$3.25 | \$3.50 | \$3.75 | | | | | |
| BOXES—Mitre— | | | | | | | | | | | |
| Goodell— | | Each | Stanley— | | Each | | | | | | |
| 285 | ..... | \$17.25 | 50 1/2 | ..... | \$ 8.50 | | | | | | |
| 305 | ..... | 17.75 | 246 | ..... | 18.00 | | | | | | |
| 306 | ..... | 20.00 | 358 | ..... | 20.00 | | | | | | |
| | | | 460 | ..... | 25.00 | | | | | | |
| Langdon— | | | Star— | | | | | | | | |
| 72 | ..... | \$17.75 | 40 | ..... | \$ 3.25 | | | | | | |
| 73 | ..... | 18.50 | 41 | ..... | 3.75 | | | | | | |
| 74 | ..... | 20.50 | Stearn's Perfection— | | | | | | | | |
| 75 | ..... | 21.00 | | | \$ 3.25 | | | | | | |
| BRADS—Wire. | | | | | | | | | | | |
| Bulk per lb. | | 1/2-lb. pkgs. | 3/4-lb. pkgs. | | | | | | | | |
| 1/2 & 3/4 inch | ..... | \$ .30 | \$.15 | \$.10 | | | | | | | |
| 3/4 to 1 1/4 inch | ..... | .20 | .15 | .10 | | | | | | | |
| 1 1/4 to 2 inch | ..... | .15 | .15 | .10 | | | | | | | |
| BRASS—Sheet—Soft, per lb., 90c; Half Hard, 85c; Sigs, 80c; Spring, \$1.10. | | | | | | | | | | | |
| BREAD MAKERS—Universal—No. 2. each. \$2.25; No. 4. \$2.50; No. 8, \$3.50. | | | | | | | | | | | |
| BRIGHT WIRE GOODS— | | | | | | | | | | | |
| Gate Hooks and Eyes— | | | | | | | | | | | |
| | 1 1/2 | 2 | 2 1/2 | 3 | 3 1/2 | 4 | 6 | | | | |
| 40 | ..... | .20 | .25 | .30 | .35 | .40 | .50 | .80 | | | |
| 1040 | ..... | .80 | 1.00 | 1.15 | 1.50 | 1.85 | 2.00 | 3.50 | | | |
| BROOMS— | | | | | | | | | | | |
| Household | | | | | | | | | | | |
| No. or Brand | | Each | No. or Brand | | Each | | | | | | |
| 0 Toy | ..... | \$ .20 | Pima | | \$1.50 | | | | | | |
| 00 Toy | ..... | .30 | Navajo | | 1.80 | | | | | | |
| Astec | ..... | 1.00 | Warehouse | | 1.35 | | | | | | |
| Cortez | ..... | 1.10 | 10 | | 1.20 | | | | | | |
| Verde | ..... | 1.25 | 229 | | .65 | | | | | | |
| Union | ..... | 1.15 | 230 | | .90 | | | | | | |
| Apache | ..... | 1.25 | | | | | | | | | |
| Push or Street | | | | | | | | | | | |
| 114 B | ..... | 1.25 | 252 | ..... | 1.85 | | | | | | |
| 116 B | ..... | 1.40 | 258 | ..... | 1.45 | | | | | | |
| 120 | ..... | .80 | 254 | ..... | 1.65 | | | | | | |
| 121 | ..... | .90 | 256 | ..... | .85 | | | | | | |
| 122 | ..... | 1.00 | 258 | ..... | 1.80 | | | | | | |
| 123 | ..... | 1.50 | 260 | ..... | 1.40 | | | | | | |
| BRUSHES— | | | | | | | | | | | |
| Casting | | | | | | | | | | | |
| No. or Brand | | Each | No. or Brand | | Each | | | | | | |
| 2 | ..... | \$ .45 | 7 | | \$.55 | | | | | | |
| 3 | ..... | .50 | 10 | | .80 | | | | | | |
| 5 1/2 | ..... | .50 | 15 | | .55 | | | | | | |
| Counter or Dusting | | | | | | | | | | | |
| 15 | ..... | .60 | 20 | | .90 | | | | | | |
| 1W | ..... | .80 | 7 | | 1.55 | | | | | | |
| Hand or Nail | | | | | | | | | | | |
| Daisy | ..... | .05 | Windsor | | .10 | | | | | | |
| Horse | | | | | | | | | | | |
| Collie | ..... | .85 | Shoo Fly | | .40 | | | | | | |
| Hound | ..... | .50 | Wolf | | .60 | | | | | | |
| Mastiff | ..... | .60 | 72 | | .30 | | | | | | |
| Pointer | ..... | .40 | 73 | | .50 | | | | | | |
| Spaniel | ..... | .35 | 73 P | | .45 | | | | | | |
| St. Bernard | ..... | 1.00 | 800 | | .60 | | | | | | |
| Kalsomine | | | | | | | | | | | |
| 240 | ..... | 4.75 | 810 | | 1.50 | | | | | | |
| Marking | | | | | | | | | | | |
| 1 | ..... | .10 | 4 | | .15 | | | | | | |
| 2 | ..... | .10 | 5 | | .15 | | | | | | |
| 3 | ..... | .10 | 6 | | .15 | | | | | | |
| Paint | | | | | | | | | | | |
| 151, 2 1/2 | ..... | .25 | 159, 3 1/2 | | .80 | | | | | | |
| 151, 3 | ..... | .35 | 159, 4 | | 1.00 | | | | | | |
| 151, 3 1/2 | ..... | .45 | 165, 3 | | .90 | | | | | | |
| 151, 4 | ..... | .60 | 165, 3 1/2 | | 1.25 | | | | | | |
| 155, 3 | ..... | .40 | 165, 4 | | 1.50 | | | | | | |
| 155, 3 1/2 | ..... | .60 | 165, 4 1/2 | | 2.00 | | | | | | |
| 155, 4 | ..... | .80 | 228, 3 1/2 | | 1.50 | | | | | | |
| 155, 4 1/2 | ..... | .90 | 228, 4 | | 1.75 | | | | | | |
| 159, 2 1/2 | ..... | .50 | 228, 4 1/2 | | 2.25 | | | | | | |
| 159, 3 | ..... | .60 | | | | | | | | | |
| Roofing | | | | | | | | | | | |
| 401 | ..... | 1.25 | 404 | | 1.50 | | | | | | |
| Sash | | | | | | | | | | | |
| 20, 2 | ..... | .15 | 20, 6 | | .20 | | | | | | |
| 20, 4 | ..... | .15 | 20, 8 | | .25 | | | | | | |
| Scrub | | | | | | | | | | | |
| Alligator | ..... | .35 | Monitor | | .40 | | | | | | |
| Bird | ..... | .10 | Mouse | | .15 | | | | | | |
| Boston | ..... | .25 | Rat | | .20 | | | | | | |
| Cat | ..... | .25 | 501 | | .30 | | | | | | |
| Cruiser | ..... | .25 | 510 | | .25 | | | | | | |
| Duck | ..... | .20 | 512 | | .20 | | | | | | |
| Gem | ..... | .15 | 601 | | .25 | | | | | | |
| Goose | ..... | .25 | 604 | | .50 | | | | | | |
| Hub | ..... | .30 | | | | | | | | | |
| Shoe | | | | | | | | | | | |
| 00 | ..... | .30 | 22 | | .75 | | | | | | |
| 2 | ..... | .15 | 38 | | .35 | | | | | | |
| 14 | ..... | .40 | 214 | | .75 | | | | | | |
| 21 | ..... | .20 | 608 | | .50 | | | | | | |
| Sink | | | | | | | | | | | |
| Magic | ..... | .15 | 1 Pot (0) | | .05 | | | | | | |
| Owl | ..... | .15 | | | | | | | | | |
| Shaving | | | | | | | | | | | |
| 124 | ..... | .60 | 349 | | .35 | | | | | | |
| 125 | ..... | .75 | 350 | | .35 | | | | | | |
| 126 | ..... | .85 | 357 | | .90 | | | | | | |
| 221 | ..... | .90 | 371 | | 1.00 | | | | | | |
| 222 | ..... | 1.25 | 491 | | .85 | | | | | | |
| 250 | ..... | .40 | 492 | | .95 | | | | | | |
| 252 | ..... | 2.75 | 493 | | 1.15 | | | | | | |
| 260 | ..... | 2.00 | 500 | | .45 | | | | | | |
| 275 | ..... | .25 | 2731 | | .35 | | | | | | |
| 310 | ..... | .85 | 6870 | | .75 | | | | | | |
| Stencil | | | | | | | | | | | |
| 408, 4 | ..... | .20 | 408, 8 | | .40 | | | | | | |
| 408, 6 | ..... | .25 | 408, 10 | | .50 | | | | | | |
| Window | | | | | | | | | | | |
| 00 | ..... | .75 | 1512, Squeegee | | .35 | | | | | | |
| 3 | ..... | .60 | 1514, Squeegee | | .40 | | | | | | |
| 7 | ..... | .85 | 1516, Squeegee | | .75 | | | | | | |
| 1510, Squeegee | ..... | .80 | | | | | | | | | |
| BUCKETS— | | | | | | | | | | | |
| Common Galv. | | | | | | Each | | | | | |
| 8 | ..... | \$ .40 | 14 |  | ..... | \$ .90 | | | | | |
| 10 | ..... | .50 | 16 |  | ..... | 1.00 | | | | | |
| 12 | ..... | .60 | 18 |  | ..... | 1.15 | | | | | |
| 14 | ..... | .65 | 20 |  | ..... | 1.25 | | | | | |
| 16 | ..... | .75 | Well Galv. | | Each | | | | | | |
| Garbage Galv. | ..... | Each | 10 Qt. |  | ..... | \$ .85 | | | | | |
| 00 | ..... | \$1.60 | 12 Qt. |  | ..... | 1.00 | | | | | |
| 02 | ..... | 1.85 | Wood— | | Each | | | | | | |
| 03 | ..... | 2.25 | Short ear |  | ..... | \$ .85 | | | | | |
| | | | Strap ear |  | ..... | .90 | | | | | |
| CANS—Garbage—15, \$3.50; 16, \$4.00; 18, \$4.50; 20, \$5.00. | | | | | | | | | | | |
| Oil, Galv., size 1 Gal., each, 50c; size 2 Gal., 85c; 5 Gal. with faucet, \$1.50; 5 Gal. with spout, \$1.25. | | | | | | | | | | | |
| CANTHOOKS—Maple Handle 2 1/2 x 4 1/2, each. \$2.35. | | | | | | | | | | | |
| CAPS—Roofing. Per lb., 20c. | | | | | | | | | | | |
| CARBORUNDUM—Grain, per lb., bulk, 50c. | | | | | | | | | | | |

RETAIL SELLING PRICES—Continued.

| CATCHES— | | Cupboard | | Elbow | |
|--|--------|--|-----------------|---|--------------------|
| No. or Brand | Each | No. or Brand | Each | No. or Brand | Each |
| 024 | .10 | 4112, SR, SHA, KF, E | .10 | 10 | .05 |
| 329, R, EA, E | .05 | 8002, EA, SHA, E | .25 | 12 | .10 |
| 4002, R, EA, HA | .10 | 9400, R, EA | .05 | | |
| 4002, SR, SHA, KF, E | .10 | 9400, SHA, E | .05 | | |
| 4112, R, EA, HA | .10 | | | | |
| Forgs | | French Window | | Friction Cabinet | |
| 85 F | .05 | 12 F | .20 | 01820 1/4, EA | .15 |
| 11 F | .10 | | | 01820 1/4, SHA, E | .20 |
| Screen | | Show Case | | Transom | |
| 21 | .20 | R 25 | .30 | 3278 1/4 | .85 |
| J 25 | .25 | E 25 | .30 | 4433, R, EA, KF | .25 |
| | | | | 4433, SHA, E | .25 |
| 1 | .25 | 24 | .45 | 4433 1/2, R, EA, KF | .25 |
| | | | | 4433 1/2, SHA, E | .25 |
| 3278 1/4 | .85 | 4442 1/2, SH, KF, E | .25 | 4433 3/4, R, EA | .25 |
| 4433, R, EA, KF | .25 | 4633, R, EA | .50 | 4433 3/4, R, EA, KF | .25 |
| 4433, SHA, E | .25 | 6333, SHA, KF, E | .60 | 4433 3/4, SHA, E | .25 |
| 4433 1/2, R, EA, KF | .25 | 8433, EA | .75 | 4433 3/4, R, EA | .25 |
| 4433 1/2, SHA, E | .25 | 8433, E | .75 | 4433 3/4, R, EA, KF | .25 |
| 4433 3/4, R, EA | .25 | 8433 1/2, EA | .75 | 4433 3/4, SHA, KF | .25 |
| 4433 3/4, SHA, KF | .25 | 8433 1/2, SHA, E | .75 | 4442, R, EA | .25 |
| 4442, R, EA | .25 | 8442 1/2, EA | .65 | 4442, SHA, KF, E | .25 |
| 4442, SHA, KF, E | .25 | 8442 1/2, SHA, E | .65 | 4442 1/2, R, EA | .25 |
| 4442 1/2, R, EA | .25 | | | | |
| CHAINS— | | Tire—Weeds' | | Pair | |
| Size | Pair | Size | Pair | Size | Pair |
| 2 1/2 x 28 | \$3.50 | 4 1/2 x 30 | 6.50 | 2 1/2 x 30 | 8.75 |
| 2 1/2 x 30 | 3.75 | 4 1/2 x 32 | 7.00 | 3 x 28 | 4.00 |
| 3 x 28 | 4.00 | 4 1/2 x 33 | 7.50 | 3 x 30 | 4.50 |
| 3 x 30 | 4.50 | 4 1/2 x 34 | 7.50 | 3 x 32 | 5.00 |
| 3 x 32 | 5.00 | 4 1/2 x 35 | 8.00 | 3 x 34 | 5.50 |
| 3 x 34 | 5.50 | 4 1/2 x 36 | 8.50 | 3 x 36 | 6.00 |
| 3 x 36 | 6.00 | 4 1/2 x 37 | 8.75 | 3 1/2 x 28 | 4.50 |
| 3 1/2 x 28 | 4.50 | 4 1/2 x 38 | 9.50 | 3 1/2 x 30 | 5.00 |
| 3 1/2 x 30 | 5.00 | 4 1/2 x 40 | 11.00 | 3 1/2 x 32 | 5.50 |
| 3 1/2 x 32 | 5.50 | 5 x 34 | 8.50 | 3 1/2 x 34 | 6.00 |
| 3 1/2 x 34 | 6.00 | 5 x 35 | 9.00 | 3 1/2 x 36 | 6.50 |
| 3 1/2 x 36 | 6.50 | 5 x 36 | 9.00 | 4 x 30 | 5.50 |
| 4 x 30 | 5.50 | 5 x 37 | 9.75 | 4 x 31 | 6.00 |
| 4 x 31 | 6.00 | 5 x 38 | 10.50 | 4 x 32 | 6.00 |
| 4 x 32 | 6.00 | 5 x 39 | 11.25 | 4 x 33 | 6.50 |
| 4 x 33 | 6.50 | 5 x 40 | 12.00 | 4 x 34 | 7.00 |
| 4 x 34 | 7.00 | 5 1/2 x 36 | 12.00 | 4 x 35 | 7.50 |
| 4 x 35 | 7.50 | 5 1/2 x 37 | 13.00 | 4 x 36 | 7.50 |
| 4 x 36 | 7.50 | 5 1/2 x 38 | 14.00 | 4 x 37 | 8.00 |
| 4 x 37 | 8.00 | 6 x 38 | 14.00 | 4 x 40 | 10.00 |
| 4 x 40 | 10.00 | 6 x 40 | 15.00 | | |
| CHAIN—German Straight Link (coil)— | | CLAMPERS—Meat and Food— | | Enterprise— | |
| 6-0, 15c ft.; 5-0, 12 1/2 c ft.; 4-0, 10c ft.; 3-0, 8c ft.; 2-0, 7 1/2 c ft.; 0, 7c ft.; 1, 6c ft.; 2, 5c ft. | | Universal— | | 5 | \$2.50 |
| Norway Straight Link (coil)—1/4, 20c lb.; 1/2, 20c lb.; 3/4, 18c lb. | | 0 | \$1.65 | 10 | 4.25 |
| Passing Link (coil)—4-0, 12c ft.; 3-0, 11c lb.; 2-0, 10c lb.; Coil Proof Straight Link—3-16 Black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 1/2, 20c lb.; 7-16, 18c lb.; 3/4, 16c lb.; 1, 15c lb.; 1 1/2, 15c lb. | | 1 | 2.00 | 501 | 1.25 |
| Proof Twisted Link (coil)—3-16 black, 25c lb.; 1/4, 22c lb.; 5-16, 20c lb.; 1/2, 20c lb.; 7-16, 18c lb.; 3/4, 16c lb.; 1, 15c lb.; 1 1/2, 15c lb. | | 2 | 2.50 | 602 | 1.50 |
| Coil B. B. Proof Straight Link—5-16, 25c lb.; 1/4, 22c lb.; 1/2, 20c lb.; 3/4, 18c lb.; 1, 18c lb. | | CHURNS—Barrel, No. 0, \$5.40 each; 1, \$6.10 each; 2, \$6.85 each; 3, \$7.65 each; 4, \$9.80 each; 5, \$11.50 each. | | CLAMPERS—Carriage Makers, No. 12 (plain), 45c each; 13, 50c each; 14, 50c each; 15, 75c each; 16, 95c each; 17, \$1.80 each; 18, \$1.55 each; 20, \$2.10 each; 22, \$2.45 each; 60 (Adj.), 75c each; 61, \$1.00 each; 62, \$1.65 each; 63, \$2.00 each; 64, \$2.65 each; 65, \$3.50 each. | |
| Twisted Machine Coppered (coil)—4-0, 16c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 14c ft. | | 3 | 3.25 | | |
| Jack—20 Iron, 10c yd.; 18 Iron, 10c yd.; 16 Iron, 10c yd.; 14 Iron, 10c yd.; 12 Iron, 10c yd.; 10 Iron, 12c yd.; 8 Iron, 15c yd.; 120 brass, 10c yd.; 118 brass, 15c yd.; 116 brass, 15c yd.; 114 brass, 20c yd.; 113 brass, 25c yd.; 112 brass, 30c yd.; 110 brass, 45c yd. | | CLEANERS—Window— | | Wood Floor— | |
| Safety Brass and Nickel Plated—00 & N00, 20c yd.; 0-N0, 25c yd.; 1-N1, 30c yd.; 2-N2, 35c yd.; 3, 40c yd. | | Rubber— | | 10-inch ... \$.25 | 16-inch ... \$.40 |
| Sash—01 Copper Plated, 8c ft.; 02 Copper Plated, 4c ft.; XXXX Copper Plated, 20c ft.; 03P Steel Plain, 2 1/2 c ft.; 10 Cable, 25c ft.; 56 Universal, 5c ft. | | 12-inch ... .30 | 18-inch ... .45 | 12-inch ... .30 | 18-inch ... .45 |
| Sash Chain Fasteners—12, Set U., 15c set; 100, Set CB, 25c set. | | 14-inch ... .35 | | 14-inch ... .35 | |
| CHALK—Carpenters, per piece, 2 1/2 c. School Crayon, per gross 50c; 6 for 5c. | | CLEANERS—Malleable, 15c lb. | | CLIPPS—Wire Rope "Bulldog"—3-16 to 1/2 inc., each 15c; 1/2, 15c; 3/4, 20c; 1, 30c; 1 1/2, 35c; 1-in., 45c. | |
| CHALK LINE—Yellow, per 100 ft. hank, 15c. Braided White, 20-ft. hanks, size 120, each 5c; size 220, 5c; size 320, 5c. 50-ft. bal., size 150, each 10c; size 250, each 10c; size 350, each 10c. | | CLIPPS—Bolt— | | CLIPPS—Bolt— | |
| CHECKS—Door—All Makes, Liquid Checks—A-11, \$4.25; B-12, \$3.50; C-13, \$6.80; D-14, \$7.85; E-15, \$10.50. For hold open arm, add 75c each. | | New Easy— | | Extra Cutters | |
| CHISELS (CARPENTERS)—Buck Bros., Socket Firmer, No. 33, 3/4-inch plain, 60c each; 1/4-inch, 85c each; 3/8-inch, 70c each; 1/2-inch, 75c each; 3/4-inch, 85c each; 1-inch, 90c each; 1 1/4-inch, 95c each; 1-inch, \$1.00 each; 1 1/4-inch, \$1.10 each; 1 1/2-inch, \$1.25 each; 1 3/4-inch, \$1.35 each; 2-inch, \$1.50 each. | | No. 0 | \$3.50 | No. 0 | \$2.00 |
| | | No. 1 | 4.50 | No. 1 | 2.25 |
| | | No. 2 | 6.25 | No. 2 | 3.00 |
| | | No. 3 | 8.00 | No. 3 | 3.75 |
| | | O. K.— | | | |
| | | 10-inch | 1.50 | | |
| | | 14-inch | 1.75 | | |
| | | CLOCK (ALARM)—Ace, \$2.50 each; America, \$1.25; Automatic, \$3.95; Bingo, \$2.50; Brownie, \$2.45; Circle, \$2.25; Columbia, \$3.00; Ideal, \$2.25; Indian, \$1.85; Iron Clad, \$2.25; Lookout, \$1.60; Prompter, \$2.75; Simplex, \$3.95; Sleepmeter 2, \$1.85; Sleepmeter 3, \$2.50; Startle, \$1.65; Tattoo, Jr., \$2.25; Tattoo Int., \$2.50. | | CLOTH—Emery, Nos. 00 to 2 1/2, 10c straight; No. 3, 15c; 2 for 25c. Carborundum or Aloxite—Nos. FF-90, 10c straight. | |
| | | CLOTH, WIRE—Screen, 12 M, black, 3 1/2 c sq. ft.; 16 M, black, 5c sq. ft.; 14 M, bronze, 15c sq. ft.; 14 M, galvanized, 4 1/2 c sq. ft.; 16 M, galvanized, 5c sq. ft.; 14 M, Opal, 5c sq. ft.; 16 M, Opal, 5c sq. ft. | | COAL—Blacksmith— | |
| | | COAL—Blacksmith— | | Catch weight sacks, per 100 lbs. | |
| | | No. 1, 16x18 | | Per 125-lb. sack | 2.35 |
| | | No. 2, 18x20 | 15.00 | | |
| | | No. 3, 20x24 | 30.00 | | |
| | | No. 4, 18x18 | 11.00 | | |
| | | COAL CHUTES—Hercules— | | No. 5, 20x24 | \$17.50 |
| | | No. 1, 16x18 | | No. 6, 16x18 | 14.50 |
| | | No. 2, 18x20 | 15.00 | No. 7, 20x24 | 17.50 |
| | | No. 3, 20x24 | 30.00 | No. 8, 18x24 | 14.50 |
| | | No. 4, 18x18 | 11.00 | | |

Lb. **Black**

Digitized by Google

RETAIL SELLING PRICES—Continued.

FASTENERS—Continued.

10c; 800 R, EA, SHA, KF, E, 10c; 1831 1/2 F, 95c; 33131 R, EA, 15c; 33131 KF, SHA, E, 20c.

FAUCETS—Cork Lined— 8-inch each.....\$.30
7-inch each.....\$.15 9-inch each......25

FELT—Deadening, Size Roll, 1/2-lb., \$3.00; 1-lb., \$4.00; 1 1/2-lb., \$6.00. Tarrad, 250-ft. roll, \$1.35 each; 500-ft. roll, \$2.60 each.

FIGURES AND LETTERS (STEEL)—

| Figures | | Letters | |
|---------------------|--------|---------------------|--------|
| Set | Each | Set | Each |
| 1/2 inch.....\$.65 | \$.15 | 1/2 inch.....\$1.90 | \$.15 |
| 3-16 inch......85 | .15 | 3-16 inch......2.60 | .15 |
| 1/4 inch.....1.00 | .15 | 1/4 inch......3.25 | .15 |
| 5-16 inch.....1.75 | .35 | 5-16 inch......4.90 | .35 |
| 3/8 inch.....2.50 | .45 | 3/8 inch.....7.00 | .45 |
| 1/2 inch.....4.25 | .75 | 1/2 inch.....12.75 | .65 |
| 3/4 inch.....14.00 | 1.65 | | |
| 1 inch.....20.00 | 2.60 | | |

FILES—Band Saw, 4 inches long, 15c each; 6, 20c; 8, 35c; 10, 45c. Knife, 3-3/4, 30c; 4, 30c; 5, 35c; 6, 40c; 8, 50c; 10, 60c. Regular Taper, 3-3/4, 15c; 4, 15c, 4 1/2, 15c; 5, 15c; 5 1/2, 20c; 6, 20c; 8, 30c; 10, 50c. Slim Taper, 3-3/4, 15c; 4, 15c 4 1/2, 15c; 5, 15c; 5 1/2, 20c; 6, 20c; 8, 30c; 10, 40c. Warding, 3-3/4, 25c; 4, 25c; 5, 25c; 6, 30c; 8, 40c. Flat Bastard, 3-4, 20c; 5, 20c; 6, 25c; 8, 30c; 10, 40c; 12, 60c; 14, 75c; 16, \$1.20. Half Round Bastard, 3-4, 25c; 5, 25c; 6, 30c; 8, 35c; 10, 50c; 12, 75c; 14, 85c; 16, \$1.15. Mill Bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 30c; 12, 35c; 14, 60c; 16, 80c. Round Bastard, 3-4, 15c; 5, 15c; 6, 20c; 8, 25c; 10, 35c; 12, 40c; 14, 60c; 16, 80c. Square Bastard, 3-4, 20c; 5, 25c; 6, 25c; 8, 30c; 10, 45c; 12, 60c; 14, 80c; 16, \$1.00. Rasps—Flat Wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half Round Wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half Round Cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60, 16, \$2.00.

FIXTURES—Grindstone—Auto: 01, \$1.50; 02, \$2.50. Common: 15, 75c; 17, 85c; 19, \$1.00; 21, \$1.25. Am. Heavy: 17, \$1.00. Extra Shafts, 15-inch, 25c; 17-inch 35c. Extra Cranks, 25c.

FLASHLIGHTS—Ever-ready—Complete

| | |
|--------------------------|------------------------|
| No. 6961 each.....\$.75 | No. 2619 each.....1.70 |
| No. 6962 each.....1.00 | No. 2616 each.....1.50 |
| No. 1991 each.....1.25 | No. 2630 each.....1.35 |
| No. 2604 each.....1.20 | No. 2633 each.....2.40 |
| No. 2631 each.....1.50 | No. 2634 each.....2.00 |
| No. 2632 each.....1.75 | No. 2659 each.....3.00 |

Kwik-lite Flashlights, Complete with Battery—
Fibre Tubulars
No. 5220 Baby 2-cell.....\$1.00
5221 Reg. 2-cell.....1.30
5233 Reg. 3-cell.....1.40
5239 Miners' 2-cell.....1.50
5331 Miners' 3-cell.....1.70
Metal Tubulars
6240 Baby 2-cell.....1.25

Kwik-lite Seamsless Cell Flashlight Batteries—
No. 1203 2-cell Baby Tubular.....\$.30
No. 1202 2-cell Reg. Tubular......30
No. 1301 3-cell Reg. Tubular......40
No. 1204 2-cell Penlite......25
No. 1206 2-cell Vest Pocket......30
No. 1207 2-cell Vest Pocket......35
No. 1308 3-cell Vest Pocket......35
No. 1309 3-cell Coat Pocket......35

FLATERS—Blacksmith—2-in., \$1.25; 2 1/2-in., \$1.65; 3-in., \$2.00; 3 1/2-in., \$3.00.

FORGES—No. 150 Chicago, \$11.25; No. 151 Chicago, \$12.75.

FREEZERS—

| No. | Each | No. | Each |
|--------|--------|---------------|--------|
| 1..... | \$2.35 | 6..... | \$5.00 |
| 2..... | 2.75 | 8..... | 6.50 |
| 3..... | 3.85 | 30 (Toy)..... | 1.95 |
| 4..... | 4.00 | | |

White Mountain
10.....2.85 18.....7.30
12.....3.50 20.....10.25
13.....4.20 22.....13.00
14.....5.00 24.....15.00
16.....6.40 26.....20.00

FROES—Special—Each, 12-in., \$1.65; 14-in., \$1.75; 16-in., \$2.00. Common—Each, 12-in., \$1.25; 14-in., \$1.35; 16-in., \$1.50.

FURNACES—(See Pots)

SALVANIZED WARE—

| Boilers, Coffee— | | No. | Each |
|------------------|--------|----------------|------|
| No. | Each | 409 A..... | 2.65 |
| 801 1/2..... | \$.90 | Bowls, Wash— | |
| 802..... | 1.00 | 70..... | .25 |
| 803..... | 1.65 | 80..... | .35 |
| 804..... | 1.85 | Buckets, Fire— | |
| 806..... | \$2.00 | 112..... | .95 |
| 808..... | 2.25 | 114..... | 1.00 |
| 810..... | 2.75 | 314..... | 1.15 |
| 812..... | 3.25 | Buckets, Well— | |
| Boilers, Wash— | | 101..... | .80 |
| 407 A..... | 2.25 | 121..... | .90 |
| 408 A..... | 2.50 | 141..... | 1.10 |

| Cans, Ash— | |
|------------|------|
| 2 1/2..... | 3.75 |
| 3..... | 4.50 |
| 4..... | 5.50 |
| 5..... | 6.75 |

| Cans, Garbage— | |
|----------------|------|
| 16..... | 5.00 |
| 200..... | .90 |
| 300..... | 1.10 |
| 400..... | 1.40 |
| 500..... | 1.60 |
| 600..... | 2.00 |
| 700..... | 2.25 |
| 800..... | 2.25 |
| 900..... | 6.25 |

| Cans, Gasoline— | |
|-----------------|------|
| 1 P & B..... | 3.35 |
| 110..... | .60 |
| 255..... | 1.65 |
| 605..... | 1.65 |

| Cans, Oil— | |
|------------|------|
| 01..... | .50 |
| 02..... | .75 |
| 25..... | 1.65 |
| 105..... | 1.35 |
| 205..... | 1.50 |

Dippers—

| | |
|----------|-----|
| 210..... | .30 |
|----------|-----|

Hods, Coal—

| | |
|----------|-----|
| 616..... | .90 |
|----------|-----|

| | |
|----------|-----|
| 617..... | .95 |
|----------|-----|

Kettles, Camp—

| | |
|---------------|-----|
| 1 Gallon..... | .50 |
|---------------|-----|

| | |
|-------------------|-----|
| 1 1/2 Gallon..... | .70 |
|-------------------|-----|

| | |
|---------------|-----|
| 2 Gallon..... | .85 |
|---------------|-----|

| | |
|---------------|------|
| 3 Gallon..... | 1.00 |
|---------------|------|

| | |
|---------------|------|
| 4 Gallon..... | 1.15 |
|---------------|------|

Pails, Cement—

| | |
|----------|------|
| 140..... | 1.75 |
|----------|------|

| | |
|-----------|------|
| 1140..... | 2.10 |
|-----------|------|

Pails, Chamber—

| | |
|----------|-----|
| 410..... | .90 |
|----------|-----|

| | |
|----------|------|
| 412..... | 1.00 |
|----------|------|

GARBAGE CANS—(See Cans)

| GATES—Molasses— | Stebbins | % | Perf. |
|-----------------|----------|-------|--------|
| 2..... | .45 | | \$.90 |
| 3..... | .50 | 1 | 1.00 |
| 4..... | .60 | 1 1/2 | 1.35 |
| 5..... | .65 | 1 1/2 | 1.40 |
| 6..... | .75 | 2 | 1.85 |

GAUGES—Butt—

| | | | |
|-------------|--------|-----------------|------|
| No. 98..... | \$1.15 | No. 95..... | 1.25 |
| No. 94..... | 1.85 | No. 95 1/2..... | 1.00 |
| | | No. 90..... | .50 |
| | | No. 91..... | .90 |
| No. 61..... | .15 | No. 92..... | 1.50 |
| No. 64..... | .35 | No. 97..... | .75 |
| No. 65..... | .75 | No. 98..... | 1.00 |
| No. 77..... | 1.00 | | |
| No. 71..... | .55 | | |

GLASSES—

| Ground Level— | | Proved Level— | |
|---------------|--------|---------------|--------|
| 1 1/2..... | \$.50 | 1 1/2..... | \$.10 |
| 2..... | .60 | 2..... | .10 |
| 2 1/2..... | .65 | 2 1/2..... | .15 |
| 3..... | .70 | 3..... | .15 |
| 3 1/2..... | .75 | 3 1/2..... | .30 |

Gauge Glasses 40% off list.

GLOBES, LANTERN—Cold Blast—No. Gem, 20c each; Pony, 30c; 2 Plain, 20c; 2 Bullseye, 35c; 2 Ruby, 40c. Railroad—No. 39 Clear, 15 each; 39 Green or Red, 30c. Tubular—Cadet, 10c each; Fig. Plain, 20c; 3-0 Ruby, 40c; 4-0 Bullseye, 35c; 5-0 Wizard, 20c; 6-0, 20c each.

GLUE—Dry—AAA, 60c lb.; B, 55c lb.; CX, 45c lb.; D, 35c lb.; GX, 50c lb.; LXX, 45c lb.

| Liquid | | 1 oz. | 1/4 pt. | 1/2 pt. | 1 pt. | 1 qt. | 1/2 gal. |
|------------|-------|-------|---------|---------|-------|-------|----------|
| Imperial— | Doz. | 1.06 | 1.80 | 2.80 | 4.50 | 7.00 | 11.25 |
| Sug. Ret.— | Each | .10 | .20 | .25 | .40 | .65 | 1.00 |
| Le Pages— | 1 oz. | 2 oz. | 1/4 pt. | 1/2 pt. | 1 pt. | 1 qt. | 1 qt. |
| List..... | Doz. | 1.60 | 1.65 | 1.80 | 2.80 | 4.50 | 7.00 |
| Sug. Ret.— | Each | .15 | .15 | .20 | .25 | .40 | .65 |

GRAPHITE—Flake, per lb., 75c.

GRINDERS—Carborundum, No. A, \$2.85 each; B, \$3.50; C, \$5.25; D, \$5.75; 1, \$3.75; 2, \$5.00; 3, \$7.00; 4, \$9.50; 10, \$7.25; 12, \$11.25; 018, \$14.50; 62, \$12.50; 63, \$14.75.

GRINDSTONES—Family, No. 020, 7-inch, \$2.00 each; 8-inch, \$2.50; 10-inch, \$2.85; 12-inch, \$3.25. Loose, 15 to 40 lbs., \$5.00 cwt.; 40 to 200, \$4.75; over 200, \$5.00. Mounted, No. 710, 1-inch \$7.00 each, 2 \$7.50, 3 \$8.00; 04, \$8.50; 05, \$7.00; 015, \$12.50; 025, \$9.00. Fixtures, 15-inch, \$1.00 Set; 17, \$1.25; 19, \$1.50.

HACKSAWS—Hand, Star—Length 8-in., 10c each; 75c doz.; 9-in., 10c each, 85c doz.; 10-in., 10c each, \$1.00 doz.; 11-in., 15c each; \$1.15 doz.; 12-in., 15c each, \$1.20 doz.

Hand, Victor. All regular hand (including rail) blades—8-in., 10c each, 85 doz.; 9-in., 10c each, \$1.00 doz.; 10-in., 10c each, \$1.15 doz.; 12-in., 15c each; \$1.35 doz.

RETAIL SELLING PRICES—Continued.

HAMMERS—Maydole Carpenters Nail, No. 1, \$1.20 each; 1½, \$1.20; 2, \$1.00; 3, \$1.00; 11, \$1.20; 11½, \$1.15; 12, \$1.00; 12½, \$1.00; 13, 90c; 14, 85c; 200, \$1.50; 611½, \$1.60; 710, \$1.40; 711, \$1.20; 711½, \$1.15; 712, \$1.00; 811½, \$1.25. Maydole Chipping, No. 100, \$1.75 each; 101, \$1.60; 102, \$1.40; 103, \$1.25. Maydole Machinist Ball Pein, No. 375, \$1.75 each; 376, \$1.65; 377, \$1.60; 378, \$1.50; 379, \$1.40; 770, \$1.75; 770½, \$1.40; 771, \$1.80; 772, \$1.20; 773, \$1.10; 774, \$1.00; 775, 90c; 776, 85c; 777, 80c; 778, 75c.

HANDLES—Adze, No. 320, House, 70c each; 321, Ship, 70c each. Auger—No. 1, 75c each; 2, 75c each; 3, \$1.00 each; 4, \$3.50 each; 5, \$2.75 each.

Axe, Broad, No. 315, 70c each.

Axe, Double Bit, No. 312, 70c each.

Axe, Single Bit, No. 101, 85c each; 102, 85c each; 103, 75c each; 201, 60c each; 302, 70c each; 401, 50c each; 502, 60c each; 602, 45c each; 505, Freighters, 65c each; 506, Boys, 40c each; 507, Boy Scout, 20c each; 00, Hunters, 15c each; 1, Hunters, 20c each.

Chisel, No. 22, 10c each; 93, 25c each; 95, 15c each; 608, 15c each; 616, 10c each; 617, 10c each; 620, 10c each; 621, 10c each.

Drawer, No. 2, all finishes, 60c each; 2½, 55c each; 7, 30c each; 11, 25c each; 01000, 25c each; 01007, 30c each; 01013, 30c each; 9854, 30c each.

File, No. 40 (Regular), 5c each; 41 (Large), 5c each; 55 (5), 15c each.

Adze Eye No. 11, 25c each; 13, 25c each; 15, 20c each; 19, 20c each; 111L, 15c each; 115L, 15c each; 124L, 15c each. Farriers No. 23, 20c each.

Machinist No. 25, 14-inch, 20c; 16-inch, 20c; 18-inch, 25c; 20-inch, 25c. Machinist No. 29, 16-inch, 20c; 18-inch, 25c.

Machinist No. 33, 18-inch, 25c. Machinist No. 123, 14-inch, 15c; 16-inch, 15c; 18-inch, 15c. Riveting No. 21, 12 and 13 inch, 20c each.

Hatchet, Box No. 43, 13½-inch, 20c each; Broad No. 39, 16-inch, 25c each; Broad No. 39, 18-inch, 30c each; Broad No. 40, 16-inch, 20c each; Broad No. 40, 18-inch, 25c each; Claw No. 37, 14-inch, 20c each; Claw No. 137L, 14-inch, 20c each; Derrick No. 47, 18-inch, 25c each; Lath No. 45, 13-inch, 20c each; Shingling No. 35, 14-inch, 25c each.

Hoe, OXR, 4½, 35c each; XR, 4½, 35c each; XRM, 5½, 55c each; XRM, 6, 70c each; XRM, 6, 70c each; XG, 4½, 55c each; XMH, 4½, 55c each; XMH, 5, 60c each; XP, 51½, 50c each; XP, 52, 60c each; XP, 52½, 60c each; XP, 52½, 70c each.

Maul, No. 335, 55c each; 336, 50c each.

Pick, No. 327, Drifting, 75c each; 427, Drifting, 40c each; 527, Drifting, 45c each; 627, Drifting, 40c each; 325, Surface, 75c each; 425, Surface, 40c each; 525, Surface, 60c each; 625, Surface, 40c each.

Rake, XR, 5½, 50c each; XR, 6, 60c each.

HATCHETS—Box, No. USD 2, Underhill's, \$2.15 each; 8010, Plumb's, \$2.15; 3011, Plumb's, \$2.50.

Broad, No. TB 1, Plumb's, \$2.00 each; TB 2, Plumb's, \$2.10; TB 3, Plumb's, \$2.25; TB 4, Plumb's, \$2.35; TB 5, Plumb's, \$2.65; PTB 1, Philadelphia, \$1.45; PTB 2, Philadelphia, \$1.50; PTB 3, Philadelphia, \$1.60; PTB 4, Philadelphia, \$1.90; PTB 5, Philadelphia, \$2.00; 640, Plumb's, \$1.75; 641, Plumb's, \$2.00; 642, Plumb's, \$2.15; 643, Plumb's, \$2.35; 644, Plumb's, \$2.75; 2991, Plumb's, \$1.65; 2992, Plumb's, \$1.75; 2993, Plumb's, \$2.00; 2994, Plumb's, \$2.25; 2995, Plumb's, \$2.50; 2996, Plumb's, \$2.85.

Claw, No. TC 1, Plumb's, \$1.75 each; TC 2, Plumb's, \$2.00; TC 3, Plumb's, \$2.10; PTC 1, Philadelphia, \$1.15; PTC, Philadelphia, \$1.25; PTC 3, Philadelphia, \$1.45; 93, All Steel 75c; 610, Plumb's, \$1.25; 611, Plumb's, \$1.25; 612, Plumb's, \$1.50; 2971, Plumb's, \$1.15; 2972, Plumb's, \$1.25; 2973, Plumb's, \$1.50.

Derrick—No. 582, Plumb's, \$2.00 each.

Flooring (Plumb's), No. 2985, \$2.15 each; 2986, \$2.25; 2987, \$2.50.

Half (Plumb's), No. TH 1, \$1.75 each; TH 2, \$2.00; TH 3, \$2.00; 600, \$1.50; 601, \$1.50; 602, \$1.65; 2961, \$1.50; 2962, \$1.50; 2963, \$1.50.

Lathing, No. TL 1, Plumb's, \$1.75 each; TL 2, Plumb's, \$1.75; 100, Underhill's, \$2.15; 110, Underhill's, \$2.35; 545, Plumb's, \$2.15; 620, Plumb's, \$1.50; 621, Plumb's, \$1.50; 1960, Plumb's, \$2.15; 1961, Plumb's, \$2.25; 1962, Plumb's, \$2.25; 2980, Plumb's, \$1.50; 2981, Plumb's, \$1.50; 2982, Plumb's, \$1.50.

Shingling, No. PST 1, Philadelphia, \$1.10 each; PTS 2, Philadelphia, \$1.15; PTS 3, Philadelphia, \$1.25; TS 1, Plumb's, \$1.75; TS 2, Plumb's, \$1.85; TS 3, Plumb's, \$1.85; 90, All Steel, 50c; 565, Plumb's, \$2.40; 591, Plumb's, \$1.50; 592, Plumb's, \$1.50; 593, Plumb's, \$1.50; 2951, Plumb's, \$1.25; 2952, Plumb's, \$1.50; 2953, Plumb's, \$1.50.

Warehouse, No. 650 W, Plumb's, \$2.00 each.

HEADS (MOP)—Cotton, No. 9, 45c each; 12, 60c; 15, 75c; 18, 85c.

Linen, No. 012, 55c each; 015, 65c; 018, 85c; 020, \$1.00.

HINGES & BUTTS (Screws Included)—

| No. 900 Lt. Strap Hinges. | | No. 733. | |
|---------------------------|---------|----------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 3-inch | \$.30 | 2½x2½-in. | \$.40 |
| 4-inch | .35 | 3x3-in. | .45 |
| 5-inch | .40 | 3½x3½-in. | .45 |
| 6-inch | .45 | 4x4-in. | .50 |
| | | 4½x4½-in. | .75 |
| | | 5x5-in. | 1.00 |
| | | 5½x5½-in. | 1.25 |
| | | 6x6-in. | 1.50 |

| No. 985 Cor. Strap Hgs. | | No. 241 F&D2. | |
|-------------------------|---------|----------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 4-inch | \$.35 | 2½x2½-in. | \$.40 |
| 5-inch | .35 | 3x3-in. | .45 |
| 6-inch | .40 | 3½x3½-in. | .45 |
| 8-inch | .60 | 4x4-in. | .55 |
| 10-inch | .90 | 4½x4½-in. | .80 |
| 12-inch | 1.35 | 5x5-in. | 1.00 |
| | | 5½x5½-in. | 1.25 |
| | | 6x6-in. | 1.50 |

| No. 904 Lt. Tee Hinges. | | No. 241 SF 2. | |
|-------------------------|---------|----------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 3-inch | \$.15 | 2½x2½-in. | \$.45 |
| 4-inch | .20 | 3x3-in. | .50 |
| 5-inch | .20 | 3½x3½-in. | .50 |
| 6-inch | .25 | 4x4-in. | .60 |
| | | 4½x4½-in. | .85 |
| | | 5x5-in. | 1.05 |
| | | 5½x5½-in. | 1.25 |
| | | 6x6-in. | 1.50 |

| No. 927 Cor. Tee Hinges. | | No. 241 H&N. | |
|--------------------------|---------|----------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 3-inch | \$.35 | 2½x2½-in. | \$.50 |
| 4-inch | .40 | 3x3-in. | .55 |
| 5-inch | .40 | 3½x3½-in. | .55 |
| 6-inch | .60 | 4x4-in. | .65 |
| 8-inch | .75 | 4½x4½-in. | .90 |
| 10-inch | 1.20 | 5x5-in. | 1.10 |
| 12-inch | 1.75 | 5½x5½-in. | 1.35 |
| | | 6x6-in. | 1.60 |

| No. 838 Butts. | | No. 160 F&D2. | |
|----------------|---------|----------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| ¾-inch | \$.10 | 2½x2½-in. | \$.50 |
| 1-inch | .10 | 3x3-in. | .55 |
| 1½-inch | .10 | 3½x3½-in. | .55 |
| 2-inch | .10 | 4x4-in. | .65 |
| 2½-inch | .15 | 4½x4½-in. | .90 |
| 3-inch | .15 | 5x5-in. | 1.10 |
| 3½-inch | .15 | 5½x5½-in. | 1.35 |
| 4-inch | .20 | 6x6-in. | 1.60 |
| 4½-inch | .20 | 1475 F&D2 | .20 |
| 5-inch | .20 | 1475 SF2&N | .25 |
| 5½-inch | .20 | 1474 F&D2, 1½ | .35 |
| 6-inch | .25 | | 2.40 |

| No. 840. | | No. 160 N. | |
|--------------|---------|-------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-inch | \$.15 | 2½-in. | \$.45 |
| 2-inch | .15 | 3-in. | .50 |
| 2½-inch | .15 | 3½-in. | .60 |
| 3-inch | .20 | 4-in. | .70 |
| 3½-inch | .20 | 4½-in. | .95 |
| 4-inch | .20 | | 1.05 |
| 4½-inch | .20 | | |
| 5-inch | .25 | | |

| No. 781½. | | No. 160 S F2. | |
|----------------|---------|---------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 2½x2½-in. | \$.40 | 2½-in. | \$.45 |
| 3x3-in. | .40 | 3-in. | .55 |
| 3½x3½-in. | .40 | 3½-in. | .65 |
| 4x4-in. | .50 | 4-in. | .70 |
| 4½x4½-in. | .75 | 4½-in. | .95 |
| 5x5-in. | .95 | | 1.05 |
| 5½x5½-in. | 1.25 | | |
| 6x6-in. | .60 | | |
| 6½x6½-in. | .70 | | |
| 7-in. | .80 | | |
| 7½-in. | .90 | | |

| No. 165 F&D2. | | No. 295 H. | |
|---------------|---------|-------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | 1½-in. | \$.30 |
| 2-in. | .40 | 2-in. | .35 |
| 2½-in. | .45 | 2½-in. | .40 |
| 3-in. | .55 | 3-in. | .45 |
| 3½-in. | .65 | | |
| 4-in. | .80 | | |
| 4½-in. | 1.20 | | |

| No. 165N&SF2. | | No. 289 F&D2. | |
|---------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.40 | 2x2 \$.30 | \$3.30 |
| 2-in. | .45 | 2½x2 \$.30 | 3.35 |
| 2½-in. | .50 | 2½x2½ \$.35 | 3.55 |
| 3-in. | .55 | 3x3 \$.45 | 4.80 |
| 3½-in. | .65 | | |
| 4-in. | .80 | | |
| 4½-in. | 1.20 | | |

| No. 165N&SF2. | | No. 289 SFD. | |
|---------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.40 | 2x2 \$.30 | \$3.35 |
| 2-in. | .45 | 2½x2 \$.35 | 3.55 |
| 2½-in. | .50 | 2½x2½ \$.35 | 4.90 |
| 3-in. | .55 | | |
| 3½-in. | .65 | | |
| 4-in. | .80 | | |
| 4½-in. | 1.20 | | |

| No. 295 F&D2. | | No. 289 H. | |
|---------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | 2x2 \$.30 | \$3.35 |
| 2-in. | .30 | 2½x2 \$.35 | 4.25 |
| 2½-in. | .30 | 2½x2½ \$.40 | 4.40 |
| 3-in. | .40 | 3x3 \$.50 | 5.60 |
| | | 1430 F&D2 Hgs | .35 |
| | | 1430 N | .40 |
| | | 1431 F&D2 | .25 |
| | | 1431 SF2&N | .25 |
| | | 1478 F&D2 | .25 |
| | | 1478 SF2&N | .25 |
| | | 1480 F&D2 | .25 |
| | | 1480 SF2&N | .25 |
| | | 1474 F&D2, 2 | .30 |
| | | 1474 SF2, 1½ | .35 |
| | | 1474 SF2, 2 | .35 |

| No. 295 SF2. | | No. 289 H. | |
|--------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.30 | 2x2 \$.30 | \$3.35 |
| 2-in. | .35 | 2½x2 \$.35 | 4.25 |
| 2½-in. | .35 | 2½x2½ \$.40 | 4.40 |
| 3-in. | .40 | 3x3 \$.50 | 5.60 |
| | | 1430 F&D2 Hgs | .35 |
| | | 1430 N | .40 |
| | | 1431 F&D2 | .25 |
| | | 1431 SF2&N | .25 |
| | | 1478 F&D2 | .25 |
| | | 1478 SF2&N | .25 |
| | | 1480 F&D2 | .25 |
| | | 1480 SF2&N | .25 |
| | | 1474 F&D2, 2 | .30 |
| | | 1474 SF2, 1½ | .35 |
| | | 1474 SF2, 2 | .35 |

| No. 295 N&SF2. | | No. 289 H. | |
|----------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | 2x2 \$.30 | \$3.35 |
| 2-in. | .30 | 2½x2 \$.35 | 4.25 |
| 2½-in. | .30 | 2½x2½ \$.40 | 4.40 |
| 3-in. | .40 | 3x3 \$.50 | 5.60 |
| | | 1430 F&D2 Hgs | .35 |
| | | 1430 N | .40 |
| | | 1431 F&D2 | .25 |
| | | 1431 SF2&N | .25 |
| | | 1478 F&D2 | .25 |
| | | 1478 SF2&N | .25 |
| | | 1480 F&D2 | .25 |
| | | 1480 SF2&N | .25 |
| | | 1474 F&D2, 2 | .30 |
| | | 1474 SF2, 1½ | .35 |
| | | 1474 SF2, 2 | .35 |

| No. 295 N. | | No. 289 H. | |
|-------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | 2x2 \$.30 | \$3.35 |
| 2-in. | .30 | 2½x2 \$.35 | 4.25 |
| 2½-in. | .30 | 2½x2½ \$.40 | 4.40 |
| 3-in. | .40 | 3x3 \$.50 | 5.60 |
| | | 1430 F&D2 Hgs | .35 |
| | | 1430 N | .40 |
| | | 1431 F&D2 | .25 |
| | | 1431 SF2&N | .25 |
| | | 1478 F&D2 | .25 |
| | | 1478 SF2&N | .25 |
| | | 1480 F&D2 | .25 |
| | | 1480 SF2&N | .25 |
| | | 1474 F&D2, 2 | .30 |
| | | 1474 SF2, 1½ | .35 |
| | | 1474 SF2, 2 | .35 |

| No. 295 N. | | No. 289 H. | |
|-------------|---------|--------------------|---------|
| Pr. | Ds. Pr. | Pr. | Ds. Pr. |
| 1½-in. | \$.35 | 2x2 \$.30 | \$3.35 |
| 2-in. | .30 | 2½x2 \$.35 | 4.25 |
| 2½-in. | .30 | 2½x2½ \$.40 | 4.40 |
| 3-in. | .40 | 3x3 \$.50 | 5.60 |
| | | 1430 F&D2 Hgs | .35 |
| | | 1430 N | .40 |
| | | 1431 F&D2 | .25 |
| | | 1431 SF2&N | .25 |
| | | 1478 F&D2 | .25 |
| | | 1478 SF2&N | .25 |
| | | 1480 F&D2 | .25 |
| | | 1480 SF2&N | .25 |
| | | 1474 F&D2, 2 | .30 |
| | | 1474 SF2, 1½ | .35 |
| | | 1474 SF2, 2 | .35 |

RETAIL SELLING PRICES—Continued.

| | | | |
|---|-----------------|--------------------------|------------|
| HINGES—FLOOR— | | | |
| Bommer, D 15..... | Set \$1.50 | SHA, E, 3 1/4..... | Set \$4.00 |
| R, EA, 315..... | 1.60 | Rixon—7..... | 10.50 |
| SHA, E, 265..... | 1.75 | 8..... | 11.00 |
| Chicago, R, EA, KF, 200..... | 8.25 | 10..... | 11.00 |
| SHA, E, 200..... | 4.00 | 15..... | 13.50 |
| R, EA, KF, 280..... | 4.00 | 20..... | 25.00 |
| SHA, E, 230..... | 4.25 | 25..... | 31.00 |
| Corbin—D, R, EA, 512..... | 1.50 | 30..... | 86.50 |
| SHA, E, 512..... | 1.75 | 40..... | 60.00 |
| Katz—R, EA, KF, 2..... | 1.85 | Standard—R, EA, 450..... | 6.35 |
| SHA, E, 2..... | 1.50 | SHA, E, 450..... | 7.00 |
| R, EA, KF, 8..... | 3.25 | R, EA, 452..... | 10.15 |
| SHA, E, 8..... | 4.00 | SHA, 452..... | 10.75 |
| R, EA, KF, 3 1/4..... | 3.75 | | |
| HODS—Coal— | | | |
| Open Japanned— | | Open Galvanized | |
| 15..... | \$.50 | 15..... | \$.75 |
| 16..... | .60 | 16..... | .95 |
| 17..... | .70 | 17..... | 1.10 |
| 18..... | .75 | 18..... | 1.35 |
| 20..... | .90 | 20..... | 1.50 |
| HOOKS—Bright. | | | |
| No. | Dos. | No. | Dos. |
| 0..... | \$.85 | 104..... | \$.45 |
| 1..... | .75 | 105..... | .35 |
| 2..... | .65 | 106..... | .35 |
| 3..... | .55 | 107..... | .30 |
| 4..... | .45 | 108..... | .15 |
| 5..... | .35 | 109..... | .15 |
| 6..... | .25 | 110..... | .15 |
| 7..... | .20 | 111..... | .15 |
| 9..... | .15 | 112..... | .10 |
| 10..... | .15 | 113..... | .10 |
| 11..... | .15 | 114..... | .10 |
| 12..... | .10 | | |
| 13..... | .10 | | |
| 14..... | .10 | | |
| Gross—60% Discount from List. | | | |
| Brass No. 1412— | Dos. | | Dos. |
| 1/4..... | \$.30 | 1 1/2, 2 for 5c..... | \$.35 |
| 1/2..... | .30 | 1 1/2..... | .40 |
| 3/4..... | .30 | 1 1/2..... | .50 |
| 1..... | .35 | 1 1/2, 2 for 15c..... | .75 |
| 1, 2 for 5c..... | .80 | 2, 2 for 15c..... | .85 |
| Brass Cup No. 181— | | | |
| | Dos. | | Dos. |
| 1/4..... | \$.30 | 1, 2 for 5c..... | \$.30 |
| 1/2..... | .30 | 1 1/2..... | .40 |
| 3/4..... | .30 | 1 1/2..... | .50 |
| 1..... | .30 | 1 1/2, 2 for 15c..... | .75 |
| 1/2, 2 for 5c..... | .25 | 2, 2 for 15c..... | .85 |
| HOSE COUPLINGS—Com. Size 1/2, each 20c; 3/4, 20c; 1, 20c. | | | |
| HOSE (GARDEN)— | | | |
| Coupled, 50 ft. lengths—Axtec, 1/2 inch 21c foot, 3/4 inch 23c; Deluge, 1/2 inch 19c, 3/4 in. 21c; Delphos, 1/2 inch 18c; 3/4 inch 20c; Sierra, 1/2 inch 20c, 3/4 inch 22c; Siml, 1/2 inch 16c, 3/4 inch 18c; Solar Cotton, 1/2 inch 19c, 3/4 inch 21c; Summit, 1/2 inch 19c, 3/4 inch 21c; Ten Cee, 1/2 inch 16c, 3/4 inch 18c; Torrent, 1/2 inch 24c, 3/4 inch 26c; Union Arrow, plain, 1/2 inch 18c, 3/4 inch 20c; Union Arrow, WW, 1/2 inch 20c, 3/4 inch 22c; Whirlpool, 1/2 inch 19c, 3/4 inch 21c. | | | |
| Reel, Not Coupled, Endurah Ribbed, 1/2 inch 21c, 3/4 inch 23c; Endurah Smooth, 1/2 inch 21c, 3/4 inch 23c; Goodrich Ribbed, 1/2 inch 22c, 3/4 inch 24c; North Star Ribbed, 1/2 inch 22c, 3/4 inch 24c; Rajah Ribbed, 1/2 inch 19c, 3/4 inch 21c; Rajah Smooth, 1/2 inch 19c, 3/4 inch 21c; Utility Ribbed, 1/2 inch 18c, 3/4 inch 20c; Utility Smooth, 1/2 inch 18c, 3/4 inch 20c. | | | |
| ICE TOOLS— | | | |
| No. 315 Plow, 8-in..... | \$40.00 | | |
| No. 316 Plow, 10-in..... | 47.50 | | |
| No. 817 Plow, 12-in..... | 54.00 | | |
| No. 820 Plow, 8-in..... | 42.50 | | |
| No. 821 Plow, 10-in..... | 50.00 | | |
| No. 822 Plow, 12-in..... | 57.00 | | |
| No. 456 Splitting Chisel..... | 4.75 | | |
| No. 495..... | 5.85 | | |
| No. 520 Ice Hooks, 4-ft..... | 1.35 | | |
| 4 1/2-ft..... | 1.40 | | |
| 5-ft..... | 1.50 | | |
| 6-ft..... | 1.65 | | |
| No. 1 Ice Tong V & B..... | 1.75 | | |
| No. 2..... | 2.00 | | |
| No. 3..... | 2.25 | | |
| No. 540, 18-inch..... | 2.00 | | |
| 14 1/2-inch..... | 2.15 | | |
| 16 1/2-inch..... | 2.25 | | |
| Pond Ice Saws—Tiller Handle. | | | |
| 4 1/2-foot..... | 5.75 | | |
| 5-foot..... | 6.25 | | |
| 5 1/2-foot..... | 6.75 | | |
| IRON—Bars Small Lots. | | | |
| (Cutting Extra) | | | |
| Common Bar..... | \$.06 lb. Base | | |
| Angle Iron, 1/2-inch..... | .10 | | |
| Angle Iron, 3/4-inch..... | .08 | | |
| Angle Iron, 1-inch and heavier..... | .07% | | |
| Rd., sq. and sq. twisted— | | | |
| 1/2-inch and smaller..... | 7.50 | Base | |

| | | | |
|--|-------------|-----------------------|------------|
| 5-16-inch..... | 7.00 | | |
| 3/4 to 2 1/4-inch..... | 6.50 | | |
| 8-inch and larger..... | 7.50 | | |
| Flats, all sizes..... | 6.50 | | |
| IRONS—Sad. Common, 9c lb.; Mrs. Potts No. 50, \$1.75 set; Dover No. 70, \$2.75 set. | | | |
| JACKS—Bell Bottom, Net List. | | | |
| Wagon—Lanes—OL, each \$1.75; 1L, \$2.50; 2L, \$3.50; 3L, \$6.75. | | | |
| KNIVES & FORKS—Iron Handled, \$1.25. | | | |
| Butcher— | | | |
| No. | Each | No. | Each |
| 526—5..... | \$.65 | 1500—7..... | \$1.25 |
| 526—5 1/2..... | .75 | 1500—8..... | 1.50 |
| 526—6..... | .85 | 1910—6..... | .50 |
| 526—6 1/2..... | 1.05 | 1910—7..... | .60 |
| 526—8..... | 1.50 | 1910—8..... | .75 |
| 526—9..... | 1.90 | 2200—6..... | 1.00 |
| 526—10..... | 2.35 | 2200—7..... | 1.35 |
| 526—7..... | 1.25 | 2200—8..... | 1.60 |
| 526—12..... | 3.35 | 3047—6..... | .60 |
| 526—14..... | 4.00 | 3047—6 1/2..... | .70 |
| 790—6..... | 1.00 | 3047—7..... | .85 |
| 790—7..... | 1.30 | 3047—8..... | 1.00 |
| 790—8..... | 2.00 | 3047—10..... | 2.00 |
| 1500—6..... | 1.00 | 3047—12..... | 2.50 |
| Cheese— | | | |
| 675..... | | | 1.75 |
| Cooks French— | | | |
| 267—6..... | .80 | Draw—4..... | .75 |
| 267—8..... | 1.30 | 100—6..... | 3.75 |
| 267—9..... | 1.50 | 100—7..... | 4.00 |
| 267—10..... | 1.85 | 100—8..... | 4.50 |
| 267—12..... | 2.00 | 100—9..... | 5.00 |
| Corn— | | | |
| 2..... | .75 | 105—6..... | 1.50 |
| 3..... | .40 | 105—8..... | 1.50 |
| 5..... | .50 | 105—9..... | 1.65 |
| 10..... | .60 | 105—10..... | 1.75 |
| | | 105—12..... | 2.00 |
| KNIVES—Hay—Lightning—\$1.85; Iwan Sickie, \$2.00; Iwan Serrated, \$2.00; Heath's Upright, \$1.85. Corn—Corn King, 40c; No. 12 Hooks, 50c. | | | |
| KNOPS—Maple, Base, 5c each; 35c doz. | | | |
| LACING—Belt— | | | |
| Leather | | Bristol | |
| Size 1/4, per ft..... | \$.08 | 111, per inch..... | \$.01 1/2 |
| Size 5-16 per ft..... | .08 | 112, per inch..... | .02 |
| Size 3/4, per ft..... | .04 | 113, per inch..... | .02 1/2 |
| Size 1/2, per ft..... | .05 | 114, per inch..... | .03 |
| Size 1/4, per ft..... | .06 | Wire— | |
| Size 1/2, per ft..... | .08 | No. 1, box 50 ft..... | .60 |
| | | No. 2..... | .65 |
| LADDERS—Extension, No. 1, 25c foot; Step, Climax, 50c foot; Special, 40c foot; Standard, 25c foot. | | | |
| LANTERNS—Boys—No. 539, 45c each; 1590, Cadet, 25c. Dash—No. 321, Prisco, \$1.85 each; 831, Prisco, \$2.15. Cold Blast Tubular—No. 320, Prisco (Little Wizard), \$1.40 each; 400, Prisco (Nustyle), \$1.65; 477, Prisco, \$1.50. Hot Blast Tubular—No. 165, Prisco, \$1.00 each; 165R, Prisco (Ruby), \$1.80; 176, Prisco (Bullseye), \$1.50; 217, Prisco, \$1.00. | | | |
| LEAD—White—12 1/4-lb. Keg, \$1.85; 25-lb. Keg, \$3.65; 50-lb. Keg, \$7.15; 100-lb. Keg, \$14.00. | | | |
| LIFTS—Sash—Large Bar, \$1.25 doz.; Small Bar, \$1.10 doz; Hook, 40c doz. | | | |
| LOCKS—Rim—Steel, 75c set; Cast, 60c set. | | | |
| LINES, CLOTHES—Cotton, Braided—No. 350, 65c each; No. 450, 40c each. | | | |
| Cotton, Twisted—No. 140, 35c each; 150, 40c. | | | |
| Wire, Twisted—50 foot, 20 gauge, 35c each; 75 foot, 20 gauge, 40c; 100 foot, 20 gauge, 50c; 50 foot, 18 gauge, 50c; 75 foot, 18 gauge, 60c; 100 foot, 18 gauge, 70c. | | | |
| Wire, Solid—100 foot, 9 gauge, 75c each. | | | |
| MATS, DOOR—Cocoa—No. 1, \$1.25 each; 2, \$1.50; 3, \$1.75; 02, \$2.25; 03, \$2.65; 04, \$3.00; 05, \$3.75. | | | |
| Steel—No. 20, \$1.25 each; 40, \$1.75; 60, \$2.50; 80, \$4.00; 100 rolls, 50c square foot. | | | |
| MATTOCKS— | | | |
| Short Cutter, No. 1800..... | Each \$1.75 | | |
| Long Cutter, No. 1790..... | Each 1.75 | | |
| Pick, No. 1810..... | Each 1.75 | | |
| Handled, D E 3..... | Each .75 | | |
| Handled, C E 3 1/2..... | Each 1.25 | | |
| Handled, S Q 3 1/2..... | Each 1.00 | | |
| MAULS—Handles Extra—Post, cast, 7c lb.; R. R. Track, 920, 25c; Woodchoppers, 960, 25c; Woodchoppers, 960A, 25c. Dble Face (see Hammers). | | | |
| MILLS—Oiler— | | | |
| Junior..... | \$25.00 | Senior..... | \$40.00 |
| Medium..... | 30.00 | Force Feed..... | 18.00 |
| MOPS—Slasher | | | |
| 15 oz., each..... | \$.75 | 15 oz., each..... | \$.75 |
| 18 oz., each..... | .85 | 18 oz., each..... | .85 |
| 21 oz., each..... | 1.00 | 21 oz., each..... | 1.00 |
| MOP STICKS—No. 7, 25c each; No. 18, 25c each; No. 70 or Janitor's, 65c each. | | | |

RETAIL SELLING PRICES—Continued.

MOWERS—Great American—15-in., \$16; 17-in., \$18; 19-in., \$20; 21-in., \$22. Common—13-in., \$6; 14-in., \$6.25; 16-in., \$6.50.

| NAILS—Base per Keg, \$5.80. 50 to 99 lbs., add 50c per 100 lbs. to Keg price. 1 to 50 lb. | |
|---|-----|
| Fine Blue 2&3d..... | .08 |
| Fine Bright..... | .08 |
| Common 2&3d..... | .08 |
| Common 4&5d..... | .08 |
| Common 6&7d..... | .07 |
| Common 8 to 60d..... | .07 |
| Casing 2&3d..... | .08 |
| Casing 4&5d..... | .08 |
| Casing 6 to 20d..... | .08 |
| Finishing 2&3d..... | .10 |
| Finishing 4&5d..... | .08 |
| Finishing 6 to 20d..... | .08 |
| Smooth Box 4 to 6d..... | .08 |
| Smooth Box 8 to 30d..... | .08 |
| Barb Box 4 to 5d..... | .08 |
| Barb Box 6..... | .08 |
| Trunk— | |
| Bulk, lb..... | .30 |
| 1 lb. Papers, ea..... | .35 |
| ½ lb..... | .30 |
| ¼ lb..... | .15 |

| NETTING, POULTRY—Hexagon, Galvanized After Weaving— | |
|---|--|
| 2 inch, 20 gauge—List roll, 12in., \$2.14; 18in., \$3.08; 24in., \$3.92; 30in., \$4.68; 36in., \$5.35; 48in., \$7.13; 60in., \$8.91; 72in., \$10.69. | |
| Sell Full Roll—12in., \$1.95; 18in., \$2.80; 24in., \$3.50; 30in., \$4.25; 36in., \$4.80; 48in., \$6.40; 60in., \$8.00; 72in., \$9.65. | |
| Sell Cut (lin. ft.)—12in., 1½c; 18in., 2½c; 24in., 3½c; 30in., 3½c; 36in., 4½c; 48in., 5½c; 60in., 7½c; 72in., 8½c. | |
| 1½ inch, 20 gauge—List roll, 12in., \$3.15; 18in., \$4.53; 24in., \$5.78; 30in., \$6.90; 36in., \$7.88; 48in., \$10.50; 60in., \$13.13; 72in., \$15.75. | |
| Sell Full Roll—12in., \$2.85; 18in., \$4.10; 24in., \$5.20; 30in., \$6.20; 36in., \$7.10; 48in., \$9.45; 60in., \$11.80; 72in., \$14.20. | |
| Sell Cut (lin. ft.)—12in., 2½c; 18in., 3½c; 24in., 4½c; 30in., 5½c; 36in., 6½c; 48in., 8½c; 60in., 10½c; 72in., 12½c. | |
| 1 inch, 20 gauge—List Roll—12in., \$4.95; 18in., \$7.12; 24in., \$9.08; 30in., \$10.83; 36in., \$12.38; 48in., \$16.50; 60in., \$20.63; 72in., \$24.75. | |
| Sell Full Roll—12in., \$4.45; 18in., \$6.40; 24in., \$8.20; 30in., \$9.75; 36in., \$11.15; 48in., \$14.85; 60in., \$18.60; 72in., \$22.30. | |
| Sell Cut (lin. ft.)—12in., 4c; 18in., 5½c; 24in., 7½c; 30in., 8½c; 36in., 10c; 48in., 13½c; 60in., 16½c; 72in., 19½c. | |
| ¾ inch, 20 gauge—List Roll—12in., \$8.55; 18in., \$12.30; 24in., \$15.63; 30in., \$18.71; 36in., \$21.38; 48in., \$28.50; 60in., \$35.63; 72in., \$42.75. | |
| Sell Full Roll—12in., \$7.70; 18in., \$11.05; 24in., \$14.10; 30in., \$16.85; 36in., \$19.25; 48in., \$25.65; 60in., \$32.05; 72in., \$38.48. | |
| Sell Cut (lin. ft.)—12in., 6½c; 18in., 9½c; 24in., 12½c; 30in., 15c; 36in., 17½c; 48in., 22½c; 60in., 28½c; 70in., 34½c. | |

NIPPERS—Nettleton—8-in., \$1.75 each; 10-in., \$3.15; 12-in., \$2.25; 14-in., \$2.75.

NIPPLES—Right Hand.

| Size | 2 | 2½ | 3 | 3½ | 4 | 5 | 6 | 7 | 8 |
|-----------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .04 | .06 | .06 | .06 | .07 | .08 | .10 | .12 | .15 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .05 | .07 | .07 | .07 | .08 | .10 | .12 | .14 | .16 |
| ¾, galv. | .06 | .11 | .11 | .11 | .12 | .14 | .16 | .18 | .22 |
| ¾, black | .06 | .09 | .09 | .09 | .09 | .11 | .13 | .17 | .18 |
| ¾, galv. | .08 | .14 | .14 | .14 | .14 | .18 | .21 | .25 | .28 |
| 1, black | .08 | .18 | .18 | .18 | .18 | .18 | .23 | .28 | .35 |
| 1, galv. | .11 | .19 | .19 | .19 | .19 | .24 | .28 | .34 | .38 |
| 1½, black | .11 | .11 | .17 | .17 | .17 | .20 | .24 | .29 | .38 |
| 1½, galv. | .17 | .17 | .29 | .29 | .29 | .32 | .38 | .45 | .52 |
| 1½, black | .18 | .18 | .20 | .20 | .20 | .25 | .29 | .36 | .40 |
| 1½, galv. | .21 | .21 | .35 | .35 | .35 | .39 | .46 | .54 | .60 |
| 2, black | .18 | .18 | .27 | .27 | .27 | .32 | .38 | .50 | .54 |
| 2, galv. | .27 | .27 | .47 | .47 | .47 | .53 | .61 | .68 | .75 |

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 65c lb.; 5-16, 60c; ¾, 45c; 7-16, 40c; ½, 35c; 9-16, 30c; ¾, 80c; ¾, 25c; ¾, 25c; 1, 25c.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 35c lb.; 5-16, 30c; ¾, 25c; 7-16, 25c; ½, 20c; ¾, 18c; ¾, 16c; ¾, 15c; 1, 15c.

OAKUM—Plumbers, 16c lb.; Navy, 25c lb.; Best Unspun, 35c lb.

OAR LOCKS—2-in., per pair 40c; 2½-in., per pair 60c; 2½-in., per pair, 70c.

OPENERS (CAN)—

| No. | Each. | No. | Each. |
|-----|-------|-----|-------|
| 4 | .10 | 140 | .10 |
| 16 | .10 | 340 | .25 |
| 100 | .25 | | |

OIL—Boiled Linseed, \$1.60 -al.

OILERS—

| Mowing Machine— | | Steel, Railroad— | |
|-----------------------|------|------------------|------|
| No. | Each | No. | Each |
| 8 A | .25 | 14 B | .45 |
| 8 B | .40 | 16 | .50 |
| 1100 | .20 | 11 | 1.00 |
| 1120 | .40 | 11 | 1.25 |
| 1140 | .30 | 00 | .10 |
| Steel, Spring Bottom— | | 0 | .10 |
| 12 | .25 | 1 | .15 |
| 13 | .30 | 2 | .15 |
| 13 A | .35 | 3 | .20 |
| 14 | .35 | 4 | .25 |
| 14 AA | .40 | 5 | .30 |
| | | 6 | .35 |

OUTFITS—Cobblers—Eclipse, \$1.00 each; Family, \$1.85; Home, No. 1, \$2.00; No. 2, \$1.50. Lasts and Stands, No. 15, cast, 90c; No. 15, extra heavy, \$1.85; No. 24, malleable, \$2.25.

OVENS, PORTABLE—Boss

| No. | Each | No. | Each |
|----------------|--------|-------|--------|
| 012 | \$5.25 | 550 | \$5.50 |
| 055 | 5.75 | 700 | 5.50 |
| 0200 | 5.25 | 750 | 6.50 |
| 450 | 5.50 | 755 | 6.75 |
| Perfection | | | |
| 121 G | 4.75 | 122 G | 5.75 |
| Pinney & Boyle | | | |
| 13 | 2.00 | 33 | 2.25 |
| 17 | 2.25 | 37 | 2.50 |
| 17 G | 2.50 | 37 G | 2.75 |

PACKING—Sheet Rubber—Standard, 20c lb.; Rainbow, 90c; Italian Hemp, Common, 40c; Square Flax, braided, 50c; Piston Spiral Steam, High Pressure, \$2.25; Steam or Water, Low Pressure, \$1.25.

PADS—Sweat—No. 63 N12, Red Edge, 75c; No. 146 A12, Blue and White striped, \$1.50.

PADLOCKS—

| Miller— | | No. | Each |
|---------|--------|------------|------|
| No. | Each | 585 | 1.30 |
| 1 | \$1.35 | 685 | 1.25 |
| 016 | .25 | 645 J | .60 |
| 18 | .30 | 803 | 1.40 |
| 18 B | .35 | 805 | 1.50 |
| 19 | .40 | 813 | 1.50 |
| 21 | .45 | 815 | 1.50 |
| 75 | .50 | 823 | 1.75 |
| 121 | .50 | 833 | 2.00 |
| 5441 | .85 | 843 | 2.50 |
| Yale— | | 853 | 2.75 |
| 223 | .65 | 8454 | 2.00 |
| 225 | .80 | Slaymaker— | |
| 453 J | .35 | 1902 | .60 |
| 453 X | .35 | 1903 | .50 |
| 563 | 1.25 | 9902 | .60 |
| 565 | 1.50 | 9902 N O | .50 |
| | | 21090 | .75 |

PAINT SUNDRIES—

| Alcohol (Denatured) | | Gal. | |
|---------------------------|-------------|------------------|-------------|
| 1-gallon | \$1.50 | ½-gals. | ½-Gal. 1.60 |
| 5-gallon | 1.40 | Quarts | Qt. .95 |
| Barrel | \$1.20 | Inside Floor— | |
| Glue | | Gals. | Gal. 2.90 |
| No. 2 Gelatine | .65 | ½-gals. | ½-Gal. 1.60 |
| Chicago White | .65 | Quarts | Qt. .95 |
| Lead, Selby White | | Porch— | |
| 500 lbs. or more | .13½ | Gals. | Gal. 4.25 |
| 100-lb. kegs | .14 | ½-gals. | ½-Gal. 2.25 |
| 50 and 25-lb. kegs | .14½ | Quarts | Qt. 1.20 |
| 12½-lb. kegs | .14½ | Oil | |
| Paint, Dry Colors | | Gal. | Gal. |
| Burnt Umber | .05½ | Floor | .65 |
| Chrome Green, Med. | .15 | Gloss | .60 |
| Graphite | .06½ | Lard, No. 1 | 2.50 |
| Princess Metallic | .04 | Lin-O-Oil | .90 |
| Raw Sienna | .07 | Linseed, Boiled | 2.25 |
| Venetian Red | .04 | Linseed, Raw | 2.23 |
| Yellow Ochre | .03 | Neatsfoot No. 1 | 2.50 |
| Paints, Ready Mixed | | Neutral | .45 |
| 1st Grade, White | | Paraffine | .55 |
| Gals. | Gal. 4.40 | Tints, Kalsomine | Lb. |
| ½-gals. | ½-Gal. 2.30 | Barrels | .07½ |
| Quarts | Qt. 1.25 | Kegs | .07½ |
| Pints | Pt. .70 | 100-lb. Bulk | .08 |
| ½-pints | ½-Pt. .40 | 25-lb. Bulk | .09 |
| 1st Grade, Colors | | Less 25 lbs. | .10 |
| Gals. | Gal. 4.25 | Turpentine | Gal. |
| ½-gals. | ½-Gal. 2.25 | 1-gal. | 1.05 |
| Quarts | Qt. 1.20 | 5-gal. | .90 |
| Pints | Pt. .65 | Barrel | .75 |
| ½-pints | ½-Pt. .35 | Wax | Lb. |
| 2nd Grade White or Colors | | Johnson's | .65 |
| Gals. | Gal. 2.90 | Old English | .65 |
| | | Bradley's | .60 |

PANS—Acme Frying—

| No. | Each. | No. | Each. |
|--------------|-------|-------------|-------|
| No. 00, each | .15 | No. 4, each | .40 |
| No. 0, each | .25 | No. 5, each | .45 |
| No. 1, each | .30 | No. 6, each | .50 |
| No. 2, each | .35 | No. 7, each | .60 |
| No. 3, each | .35 | | |

RETAIL SELLING PRICES—Continued.

PAPER—Asbestos, size 1-16 and under, 80c lb. cut; over 1-16, 30c lb.
Paper Sheathing, Red or Gray, 20-lb., 95c roll; 25-lb., \$1.15 roll; 30-lb., \$1.35 roll.
Tarred Insulating, No. 8, roll \$1.50 (cut 5c lb.); 10, roll, \$2.50 (cut 6c lb.).

PAPER—Building—

| P & B | Imitation P & B |
|----------------------|----------------------|
| No. 1—500.....\$2.00 | No. 1—500.....\$1.80 |
| No. 1—1000.....3.90 | No. 1—1000.....3.40 |
| No. 2—500.....2.95 | No. 2—500.....2.55 |
| No. 2—1000.....5.75 | No. 2—1000.....4.95 |
| No. 3—500.....4.00 | No. 3—500.....3.60 |
| No. 3—1000.....7.70 | No. 3—1000.....6.75 |

Red Resin—
17 lb.....\$1.15 25 lb.....\$1.65
20 lb.....1.40 30 lb.....1.90

PAPER—Roofing, Smooth or Sanded—Ply ½, \$1.85 lb.; ply 1, \$2.25; ply 2, \$2.75; ply 3, \$3.25.

PAPER, SAND AND EMERY—Astec Sand Paper, in Sheets—
No. 00-½, 40c qr.; 1, 45c qr.; 1½, 50c qr.; 2, 55c qr.; 2½, 60c qr.; 3, 65c qr.

PEAVIES—

| | —Socket— | —Bangor— |
|--------------|---------------|---------------|
| | Maple Hickory | Maple Hickory |
| 2¼ x 4..... | \$2.50 \$2.75 | \$2.80 \$3.00 |
| 4½..... | 2.75 2.85 | 2.85 3.10 |
| 2½ x 4½..... | 2.75 2.85 | 3.00 3.25 |
| 5..... | 2.75 3.00 | 3.10 3.35 |
| 2½ x 4½..... | 3.00 3.25 | 3.25 3.50 |
| 5..... | 3.00 3.25 | 3.35 3.60 |
| 8x5..... | 3.15 3.50 | 3.75 3.85 |

PERCOLATORS, COFFEE—Universal—

| | Each | Each |
|----------|--------|--------|
| 44..... | \$3.75 | \$3.75 |
| 46..... | 4.25 | 4.00 |
| 48..... | 4.75 | 4.25 |
| 52..... | 3.75 | 5.00 |
| 54..... | 4.00 | 4.25 |
| 56..... | 4.50 | 4.50 |
| 58..... | 5.00 | 4.75 |
| 64..... | 4.50 | 5.00 |
| 66..... | 5.00 | 4.75 |
| 69..... | 5.50 | 5.00 |
| 614..... | 6.00 | 5.25 |
| 74..... | 5.00 | 5.50 |
| 76..... | 5.50 | 4.25 |
| 79..... | 6.00 | 4.50 |
| 714..... | 6.50 | 4.75 |
| 464..... | 5.50 | 5.25 |
| 466..... | 5.50 | 4.25 |
| 469..... | 6.00 | 4.50 |
| 474..... | 5.50 | 4.75 |
| 476..... | 6.00 | 5.25 |
| 479..... | 6.50 | |

PICKS—Railroad, No. 1710, \$1.35 each; 1711, \$1.50; 1712, \$1.60; 1713, \$1.75; 1714, \$1.85; 1715, \$2.00.
Drifting, No. 1, \$1.25 each; 1½, \$1.35; 2, \$1.50; 3, \$1.60; 4, \$1.75.

PINS—Escutcheon—Small lots, 15c oz.; large lots, 40% over list.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 50c each; C 16, 60c each.

Collars, No. 018, 014, 25, 25½, 26, 10c each; 27, 15c each.
Cylinders, No. 54 (1508), 75c each; 64 (1608), \$1.00 each; 65 (1612), \$1.10 each; 75, \$1.20 each.
Dampers, No. 3, 4, 5, 15c each; 6, 20c each; 7, 25c each.
Elbows, No. 3 Corg., 25c each; 4 Corg., 25c each; 5 Corg., 25c each; 6 Corg., 30c each; 7 Corg., 40c each; 8 Adj. 4 Pc., 25c each; 4 Adj. 4 Pc., 30c each; 5 Adj. 4 Pc., 30c each; 6 Adj. 4 Pc., 35c each; 3-inch Adj. Galvd., 35c each; 4-inch Adj. Galvd., 45c each; 3 Corg. Jap., 35c each; 4 Corg. Jap., 45c each.

Flue Stops, Nos. 1 and 36, 15c each; 3, 15c each; 30, 20c each; 40, 20c each.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PIPE FITTINGS—Price, each.

| | ¼-in. | ½-in. | ¾-in. | 1-in. | 1½-in. | 2-in. |
|---------------------|---|----------|---------|---------|---------|---------|
| | Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. | | | | | |
| Bushings..... | .05 .10 | .05 .10 | .10 .15 | .15 .20 | .20 .25 | .25 .30 |
| Caps..... | .05 .10 | .10 .12½ | .15 .15 | .15 .15 | .15 .15 | .15 .15 |
| Couplings..... | .10 .10 | .10 .15 | .15 .15 | .15 .15 | .15 .15 | .15 .15 |
| Crosses..... | .15 .20 | .25 .30 | .35 .50 | .45 .45 | .45 .45 | .45 .45 |
| Elbows, 90 Deg..... | .10 .15 | .10 .15 | .15 .15 | .15 .15 | .15 .15 | .15 .15 |
| Elbows, 45 Deg..... | .10 .10 | .10 .15 | .15 .15 | .15 .15 | .15 .15 | .15 .15 |
| Elbows, Red..... | .15 .15 | .20 .20 | .25 .30 | .25 .25 | .25 .25 | .25 .25 |
| Elbows, Street..... | .10 .10 | .15 .20 | .20 .25 | .25 .25 | .25 .25 | .25 .25 |
| Floor Flanges..... | .20 .40 | .30 .60 | .35 .60 | .40 .40 | .40 .40 | .40 .40 |
| Lock Nuts..... | .05 .10 | .10 .15 | .20 .30 | .30 .30 | .30 .30 | .30 .30 |
| Plugs..... | .05 .05 | .05 .05 | .05 .05 | .10 .10 | .10 .10 | .10 .10 |
| Reducers..... | .10 .15 | .15 .20 | .20 .25 | .25 .25 | .25 .25 | .25 .25 |
| Return Bends..... | .20 .35 | .25 .45 | .30 .45 | .50 .50 | .50 .50 | .50 .50 |
| Tees..... | .10 .15 | .15 .20 | .15 .20 | .20 .20 | .20 .20 | .20 .20 |
| Unions..... | .20 .25 | .20 .30 | .25 .35 | .30 .30 | .30 .30 | .30 .30 |
| Waste Nuts..... | .10 .10 | .10 .10 | .10 .10 | .15 .15 | .15 .15 | .15 .15 |

| | | | | |
|---------------------|---------|----------|-----------|-----------|
| Elbows, 45 Deg..... | .30 .40 | .65 .45 | .70 .65 | .110 .110 |
| Elbows, 45 Deg..... | .30 .40 | .65 .45 | .70 .65 | .120 .120 |
| Elbows, Red..... | .35 .35 | .60 .40 | .65 .65 | .110 .110 |
| Elbows, Street..... | .40 .30 | .55 .35 | .60 .75 | .125 .125 |
| Floor Flanges..... | .70 .45 | .80 .50 | 1.10 .75 | 1.50 .150 |
| Lock Nuts..... | .40 .85 | .60 .40 | .65 .65 | .85 .85 |
| Plugs..... | .10 .10 | .15 .15 | .20 .15 | .25 .25 |
| Reducers..... | .35 .25 | .45 .35 | .55 .55 | .50 .90 |
| Return Bends..... | .80 .65 | 1.30 .85 | 1.50 .125 | 2.40 .240 |
| Tees..... | .30 .80 | .50 .40 | .75 .70 | 1.20 .120 |
| Unions..... | .45 .45 | .60 .60 | .85 .85 | .70 .100 |
| Waste Nuts..... | .15 .20 | .30 .40 | .65 .60 | .90 .90 |

| | ¼-in. | ½-in. | ¾-in. | 1-in. | 1½-in. | 2-in. |
|-----------------|---|----------|---------|----------|---------|---------|
| | Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. | | | | | |
| Close..... | .05 .05 | .05 .07½ | .05 .05 | .07½ .10 | .10 .10 | .10 .10 |
| Long..... | .05 .10 | .05 .10 | .10 .10 | .10 .15 | .15 .15 | .15 .15 |
| 4-in. Long..... | .05 .10 | .08 .10 | .08 .10 | .15 .15 | .15 .15 | .15 .15 |
| 5-in. Long..... | .08 .10 | .10 .15 | .10 .15 | .15 .15 | .15 .15 | .15 .15 |
| 6-in. Long..... | .08 .10 | .10 .15 | .15 .15 | .15 .15 | .15 .15 | .15 .15 |

| | 1-in. | 1½-in. | 2-in. | 2½-in. | 3-in. | 4-in. |
|-----------------|---|---------|---------|---------|---------|---------|
| | Blk. Gal. Blk. Gal. Blk. Gal. Blk. Gal. | | | | | |
| Close..... | .10 .10 | .15 .15 | .20 .15 | .25 .25 | .25 .25 | .25 .25 |
| Long..... | .20 .15 | .25 .20 | .30 .30 | .35 .35 | .35 .35 | .35 .35 |
| 4-in. Long..... | .20 .15 | .25 .20 | .30 .30 | .35 .35 | .35 .35 | .35 .35 |
| 5-in. Long..... | .20 .15 | .25 .20 | .30 .30 | .35 .35 | .35 .35 | .35 .35 |
| 6-in. Long..... | .25 .20 | .30 .25 | .35 .30 | .40 .35 | .40 .35 | .40 .35 |

PIPE, GAS AND WATER—Black, ¼ inch, 7c foot; ½ inch, 7c; ¾ inch, 7c; 1 inch, 9c; 1½ inch, 11c; 2 inch, 15c; 2½ inch, 20c; 3 inch, 27c; 4 inch, 35c.
Galvanized, ¼ inch, 9c foot; ½ inch, 9c; ¾ inch, 9c; 1 inch, 11c; 1½ inch, 14c; 2 inch, 20c; 2½ inch, 25c; 3 inch, 35c; 4 inch, 45c.

PIPE, STOVE—29 Gauge, Nested. Full Joints—Size 3 inch, 20c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 30c; 7-inch, 40c; 8-inch, 40c; 9-inch, 40c; 10-inch, 40c; 11-inch, 40c; 12-inch, 40c; 13-inch, 40c; 14-inch, 40c; 15-inch, 40c; 16-inch, 40c; 17-inch, 40c; 18-inch, 40c; 19-inch, 40c; 20-inch, 40c; 21-inch, 40c; 22-inch, 40c; 23-inch, 40c; 24-inch, 40c; 25-inch, 40c; 26-inch, 40c; 27-inch, 40c; 28-inch, 40c; 29-inch, 40c; 30-inch, 40c; 31-inch, 40c; 32-inch, 40c; 33-inch, 40c; 34-inch, 40c; 35-inch, 40c; 36-inch, 40c; 37-inch, 40c; 38-inch, 40c; 39-inch, 40c; 40-inch, 40c; 41-inch, 40c; 42-inch, 40c; 43-inch, 40c; 44-inch, 40c; 45-inch, 40c; 46-inch, 40c; 47-inch, 40c; 48-inch, 40c; 49-inch, 40c; 50-inch, 40c; 51-inch, 40c; 52-inch, 40c; 53-inch, 40c; 54-inch, 40c; 55-inch, 40c; 56-inch, 40c; 57-inch, 40c; 58-inch, 40c; 59-inch, 40c; 60-inch, 40c; 61-inch, 40c; 62-inch, 40c; 63-inch, 40c; 64-inch, 40c; 65-inch, 40c; 66-inch, 40c; 67-inch, 40c; 68-inch, 40c; 69-inch, 40c; 70-inch, 40c; 71-inch, 40c; 72-inch, 40c; 73-inch, 40c; 74-inch, 40c; 75-inch, 40c; 76-inch, 40c; 77-inch, 40c; 78-inch, 40c; 79-inch, 40c; 80-inch, 40c; 81-inch, 40c; 82-inch, 40c; 83-inch, 40c; 84-inch, 40c; 85-inch, 40c; 86-inch, 40c; 87-inch, 40c; 88-inch, 40c; 89-inch, 40c; 90-inch, 40c; 91-inch, 40c; 92-inch, 40c; 93-inch, 40c; 94-inch, 40c; 95-inch, 40c; 96-inch, 40c; 97-inch, 40c; 98-inch, 40c; 99-inch, 40c; 100-inch, 40c; 101-inch, 40c; 102-inch, 40c; 103-inch, 40c; 104-inch, 40c; 105-inch, 40c; 106-inch, 40c; 107-inch, 40c; 108-inch, 40c; 109-inch, 40c; 110-inch, 40c; 111-inch, 40c; 112-inch, 40c; 113-inch, 40c; 114-inch, 40c; 115-inch, 40c; 116-inch, 40c; 117-inch, 40c; 118-inch, 40c; 119-inch, 40c; 120-inch, 40c; 121-inch, 40c; 122-inch, 40c; 123-inch, 40c; 124-inch, 40c; 125-inch, 40c; 126-inch, 40c; 127-inch, 40c; 128-inch, 40c; 129-inch, 40c; 130-inch, 40c; 131-inch, 40c; 132-inch, 40c; 133-inch, 40c; 134-inch, 40c; 135-inch, 40c; 136-inch, 40c; 137-inch, 40c; 138-inch, 40c; 139-inch, 40c; 140-inch, 40c; 141-inch, 40c; 142-inch, 40c; 143-inch, 40c; 144-inch, 40c; 145-inch, 40c; 146-inch, 40c; 147-inch, 40c; 148-inch, 40c; 149-inch, 40c; 150-inch, 40c; 151-inch, 40c; 152-inch, 40c; 153-inch, 40c; 154-inch, 40c; 155-inch, 40c; 156-inch, 40c; 157-inch, 40c; 158-inch, 40c; 159-inch, 40c; 160-inch, 40c; 161-inch, 40c; 162-inch, 40c; 163-inch, 40c; 164-inch, 40c; 165-inch, 40c; 166-inch, 40c; 167-inch, 40c; 168-inch, 40c; 169-inch, 40c; 170-inch, 40c; 171-inch, 40c; 172-inch, 40c; 173-inch, 40c; 174-inch, 40c; 175-inch, 40c; 176-inch, 40c; 177-inch, 40c; 178-inch, 40c; 179-inch, 40c; 180-inch, 40c; 181-inch, 40c; 182-inch, 40c; 183-inch, 40c; 184-inch, 40c; 185-inch, 40c; 186-inch, 40c; 187-inch, 40c; 188-inch, 40c; 189-inch, 40c; 190-inch, 40c; 191-inch, 40c; 192-inch, 40c; 193-inch, 40c; 194-inch, 40c; 195-inch, 40c; 196-inch, 40c; 197-inch, 40c; 198-inch, 40c; 199-inch, 40c; 200-inch, 40c; 201-inch, 40c; 202-inch, 40c; 203-inch, 40c; 204-inch, 40c; 205-inch, 40c; 206-inch, 40c; 207-inch, 40c; 208-inch, 40c; 209-inch, 40c; 210-inch, 40c; 211-inch, 40c; 212-inch, 40c; 213-inch, 40c; 214-inch, 40c; 215-inch, 40c; 216-inch, 40c; 217-inch, 40c; 218-inch, 40c; 219-inch, 40c; 220-inch, 40c; 221-inch, 40c; 222-inch, 40c; 223-inch, 40c; 224-inch, 40c; 225-inch, 40c; 226-inch, 40c; 227-inch, 40c; 228-inch, 40c; 229-inch, 40c; 230-inch, 40c; 231-inch, 40c; 232-inch, 40c; 233-inch, 40c; 234-inch, 40c; 235-inch, 40c; 236-inch, 40c; 237-inch, 40c; 238-inch, 40c; 239-inch, 40c; 240-inch, 40c; 241-inch, 40c; 242-inch, 40c; 243-inch, 40c; 244-inch, 40c; 245-inch, 40c; 246-inch, 40c; 247-inch, 40c; 248-inch, 40c; 249-inch, 40c; 250-inch, 40c; 251-inch, 40c; 252-inch, 40c; 253-inch, 40c; 254-inch, 40c; 255-inch, 40c; 256-inch, 40c; 257-inch, 40c; 258-inch, 40c; 259-inch, 40c; 260-inch, 40c; 261-inch, 40c; 262-inch, 40c; 263-inch, 40c; 264-inch, 40c; 265-inch, 40c; 266-inch, 40c; 267-inch, 40c; 268-inch, 40c; 269-inch, 40c; 270-inch, 40c; 271-inch, 40c; 272-inch, 40c; 273-inch, 40c; 274-inch, 40c; 275-inch, 40c; 276-inch, 40c; 277-inch, 40c; 278-inch, 40c; 279-inch, 40c; 280-inch, 40c; 281-inch, 40c; 282-inch, 40c; 283-inch, 40c; 284-inch, 40c; 285-inch, 40c; 286-inch, 40c; 287-inch, 40c; 288-inch, 40c; 289-inch, 40c; 290-inch, 40c; 291-inch, 40c; 292-inch, 40c; 293-inch, 40c; 294-inch, 40c; 295-inch, 40c; 296-inch, 40c; 297-inch, 40c; 298-inch, 40c; 299-inch, 40c; 300-inch, 40c; 301-inch, 40c; 302-inch, 40c; 303-inch, 40c; 304-inch, 40c; 305-inch, 40c; 306-inch, 40c; 307-inch, 40c; 308-inch, 40c; 309-inch, 40c; 310-inch, 40c; 311-inch, 40c; 312-inch, 40c; 313-inch, 40c; 314-inch, 40c; 315-inch, 40c; 316-inch, 40c; 317-inch, 40c; 318-inch, 40c; 319-inch, 40c; 320-inch, 40c; 321-inch, 40c; 322-inch, 40c; 323-inch, 40c; 324-inch, 40c; 325-inch, 40c; 326-inch, 40c; 327-inch, 40c; 328-inch, 40c; 329-inch, 40c; 330-inch, 40c; 331-inch, 40c; 332-inch, 40c; 333-inch, 40c; 334-inch, 40c; 335-inch, 40c; 336-inch, 40c; 337-inch, 40c; 338-inch, 40c; 339-inch, 40c; 340-inch, 40c; 341-inch, 40c; 342-inch, 40c; 343-inch, 40c; 344-inch, 40c; 345-inch, 40c; 346-inch, 40c; 347-inch, 40c; 348-inch, 40c; 349-inch, 40c; 350-inch, 40c; 351-inch, 40c; 352-inch, 40c; 353-inch, 40c; 354-inch, 40c; 355-inch, 40c; 356-inch, 40c; 357-inch, 40c; 358-inch, 40c; 359-inch, 40c; 360-inch, 40c; 361-inch, 40c; 362-inch, 40c; 363-inch, 40c; 364-inch, 40c; 365-inch, 40c; 366-inch, 40c; 367-inch, 40c; 368-inch, 40c; 369-inch, 40c; 370-inch, 40c; 371-inch, 40c; 372-inch, 40c; 373-inch, 40c; 374-inch, 40c; 375-inch, 40c; 376-inch, 40c; 377-inch, 40c; 378-inch, 40c; 379-inch, 40c; 380-inch, 40c; 381-inch, 40c; 382-inch, 40c; 383-inch, 40c; 384-inch, 40c; 385-inch, 40c; 386-inch, 40c; 387-inch, 40c; 388-inch, 40c; 389-inch, 40c; 390-inch, 40c; 391-inch, 40c; 392-inch, 40c; 393-inch, 40c; 394-inch, 40c; 395-inch, 40c; 396-inch, 40c; 397-inch, 40c; 398-inch, 40c; 399-inch, 40c; 400-inch, 40c; 401-inch, 40c; 402-inch, 40c; 403-inch, 40c; 404-inch, 40c; 405-inch, 40c; 406-inch, 40c; 407-inch, 40c; 408-inch, 40c; 409-inch, 40c; 410-inch, 40c; 411-inch, 40c; 412-inch, 40c; 413-inch, 40c; 414-inch, 40c; 415-inch, 40c; 416-inch, 40c; 417-inch, 40c; 418-inch, 40c; 419-inch, 40c; 420-inch, 40c; 421-inch, 40c; 422-inch, 40c; 423-inch, 40c; 424-inch, 40c; 425-inch, 40c; 426-inch, 40c; 427-inch, 40c; 428-inch, 40c; 429-inch, 40c; 430-inch, 40c; 431-inch, 40c; 432-inch, 40c; 433-inch, 40c; 434-inch, 40c; 435-inch, 40c; 436-inch, 40c; 437-inch, 40c; 438-inch, 40c; 439-inch, 40c; 440-inch, 40c; 441-inch, 40c; 442-inch, 40c; 443-inch, 40c; 444-inch, 40c; 445-inch, 40c; 446-inch, 40c; 447-inch, 40c; 448-inch, 40c; 449-inch, 40c; 450-inch, 40c; 451-inch, 40c; 452-inch, 40c; 453-inch, 40c; 454-inch, 40c; 455-inch, 40c; 456-inch, 40c; 457-inch, 40c; 458-inch, 40c; 459-inch, 40c; 460-inch, 40c; 461-inch, 40c; 462-inch, 40c; 463-inch, 40c; 464-inch, 40c; 465-inch, 40c; 466-inch, 40c; 467-inch, 40c; 468-inch, 40c; 469-inch, 40c; 470-inch, 40c; 471-inch, 40c; 472-inch, 40c; 473-inch, 40c; 474-inch, 40c; 475-inch, 40c; 476-inch, 40c; 477-inch, 40c; 478-inch, 40c; 479-inch, 40c; 480-inch, 40c; 481-inch, 40c; 482-inch, 40c; 483-inch, 40c; 484-inch, 40c; 485-inch, 40c; 486-inch, 40c; 487-inch, 40c; 488-inch, 40c; 489-inch, 40c; 490-inch, 40c; 491-inch, 40c; 492-inch, 40c; 493-inch, 40c; 494-inch, 40c; 495-inch, 40c; 496-inch, 40c; 497-inch, 40c; 498-inch, 40c; 499-inch, 40c; 500-inch, 40c; 501-inch, 40c; 502-inch, 40c; 503-inch, 40c; 504-inch, 40c; 505-inch, 40c; 506-inch, 40c; 507-inch, 40c; 508-inch, 40c; 509-inch, 40c; 510-inch, 40c; 511-inch, 40c; 512-inch, 40c; 513-inch, 40c; 514-inch, 40c; 515-inch, 40c; 516-inch, 40c; 517-inch, 40c; 518-inch, 40c; 519-inch, 40c; 520-inch, 40c; 521-inch, 40c; 522-inch, 40c; 523-inch, 40c; 524-inch, 40c; 525-inch, 40c; 526-inch, 40c; 527-inch, 40c; 528-inch, 40c; 529-inch, 40c; 530-inch, 40c; 531-inch, 40c; 532-inch, 40c; 533-inch, 40c; 534-inch, 40c; 535-inch, 40c; 536-inch, 40c; 537-inch, 40c; 538-inch, 40c; 539-inch, 40c; 540-inch, 40c; 541-inch, 40c; 542-inch, 40c; 543-inch, 40c; 544-inch, 40c; 545-inch, 40c; 546-inch, 40c; 547-inch, 40c; 548-inch, 40c; 549-inch, 40c; 550-inch, 40c; 551-inch, 40c; 552-inch, 40c; 553-inch, 40c; 554-inch, 40c; 555-inch, 40c; 556-inch, 40c; 557-inch, 40c; 558-inch, 40c; 559-inch, 40c; 560-inch, 40c; 561-inch, 40c; 562-inch, 40c

RETAIL SELLING PRICES—Continued.

POLISHES—Continued. Shoe, Satinola, 15c.

Satinola, 15c.
Stove—Liquid, No. 6 Black Silk, 15c each; 8 Black Silk, 20c; 2 Black Eagle, 20c; 10 E Enameline, 15c.
Paste, No. 5 Black Silk, 15c each; 10 Black Silk, 20c; 20 Black Silk, \$1.35; 01 Black Eagle, 30c; 95 Black Eagle, \$1.10; 4 E Enameline, 10c; 6 E Enameline, 15c; 75 Black Jack, 15c; 1 Rising Sun, 15c.

POTS—Fire

Gasoline, C. & L.
1 \$14.50
5 13.50
21 12.00
71 14.50
72 13.50
221 17.50
Watering Galvanized
4 Quart \$.85
6 Quart 1.00
PULLERS—Nail—Rex, \$1.45 each; Rex, Jr., \$1.25; Red Devil, \$2.00; Morrills, \$2.00; Little Giant, \$1.60.

PULLEYS—Brass Screw, No. 350, 1/4-inch, 10c each; 1/2, 10c each; 3/4, 10c each; 1, 15c each; 1 1/2, 25c each; 1 3/4, 35c each. No. 370, 1/4-inch, 25c each; 1, 35c each.
Brass Side, No. 1150, 1/4-inch, 15c each; 1/2, 20c each. No. 1170, 1/4-inch, 25c each; 1/2, 25c each.
Brass Upright, No. 500, 25c each.
Clothes Lines, No. 610, 2 1/2 15c each, 2 1/2 20c each; 660, 15c each; 670, 15c each; 1610, 2 1/2 15c each, 2 1/2 25c each; 1660, 20c each; 1670, 20c each; 6350 G, 30c each; 6500, 45c each.
Hay Fork, No. 1267, 60c each; 692, 60c each; 796, 75c each; 46, 85c each; 1651, \$1.95 each.

PULLEYS—Frame—No. 4 Ottumwa per doz., 65c; No. 5, 70c; No. 9, 70c; No. 105, 65c; No. 109, 65c.

PUMPS—P. S.—1, \$3.00; 2, \$3.40; 3, \$3.85; 4, \$4.25.

PUTTY—Per lb., 10c.

RAIL (HOUSE DOOR)—

Prouty
No. 5 Foot, \$.15
Richardson-Wilcox
No. Foot No. Foot
9 \$.12 16.019 \$.50
132, 013250 15010

RASPS—Flat wood, 8 inches long, 50c each; 10, 75c; 12, 90c; 14, \$1.30; 16, \$1.75. Half round wood, 10, 75c; 12, 95c; 14, \$1.35; 16, \$1.80. Half round cabinet, 8, 75c; 10, 90c; 12, \$1.25; 14, \$1.60; 16, \$2.00.

RAZORS (SAFETY)—

Eveready
No. No.
700, each \$1.00 706 B, Blades, Pkg... \$.30
2, each 3.00
Gem
800, each 1.00 800 B, Blades, Pkg... .35
Enders
900, each 1.00 900 B, Blades, Pkg... .25
Durham Domino
1000, each 1.00 1000 B, Blades, Pkg... .50
Gillette
00, each 6.50 480, each 5.00
460, each 5.00 500, each 5.00
460 B, each 5.00 500 B, each 6.00
470, each 5.00 501, each 5.00
501 B, each 6.00 6 X B Blades, Pkg... .50
12 X B Blades, Pkg... 1.00
Auto Strip
1, set 5.00 2541, set 5.00
15, set 6.00 600 B Blades, Pkg... 1.00
25, set 6.50 600 1/2 B Blades, Pkg... .50
251, set 5.00

REGISTERS—

Jap 6x8 \$1.55 White 6x8 \$1.85
Jap 8x10 1.65 White 8x10 2.00
Jap 10x12 2.40 White 10x12 2.90
Jap 10x14 3.15 White 10x14 3.80
Jap 12x14 4.85 White 12x14 5.25

REGISTER FACES—

Jap 6x8 \$1.00 White 6x8 \$1.80
Jap 8x10 1.10 White 8x10 1.45
Jap 10x12 1.70 White 10x12 2.20
Jap 10x14 2.30 White 10x14 2.85
Jap 12x14 2.80 White 12x14 3.65

REVOLVERS—

Colts, Model Each
Pocket Positive \$15.00 300 B, 303 B, 323 B. Each
Police Positive 16.00 304, 324 12.50
Police Positive Special 17.00 304 B, 324 B. 13.00
Police Positive Target 18.00 343, 353 13.00
Army Special \$18.00 343 B, 353 B. 13.50
New Service 20.00 344, 354 13.50
Single Action 18.00 344 B, 354 B. 14.00
Harrington & Richardson 360 B, 365 B. 14.25
203, 223 8.00
203 B, 223 B. 8.50
204, 224 8.50
204 B, 224 B. 9.00
263, 273 9.00
263 B, 273 B. 9.50
264, 274 9.50
264 B, 274 B. 10.00
Iver Johnson
300, 303, 323 12.00
Smith & Wesson
1905 Military, Police. 22.00
Regulation Police 21.00
1903 Hand Ejector 21.00
38 S. & W. Perfected. 20.00
1908 Military 24.50
1911 Target 22.50
New Departure 32 18.50
New Departure 38 20.00

RIVETS—Slotted Clinch, Coppered Steel—No. 9, 10c box; 9B,

10c box.
Tinnings, in Papers—Black: Plus 10% ;tinned, plus 10%.
Tinnings, in Kegs—Black, all sizes, 30c lb.; tinned, 3, 35c; 3 1/2, 35c; 4, 35c; 5, 35c; 6, 35c; 7, 35c; 8, 35c; 10, 35c.

RIFLES—No. and Model—

Daisy Air Each
25 \$ 4.25
40 4.25
3 2.65
30 \$ 2.25
11 1.50
12 1.35
King Air
4 2.25
5 2.65
21 1.85
22 1.50
Marlin
20 TD—Octagon Brl. 17.50
27 TD—Round Brl. 20.50
28 TD—Octagon Brl. 23.00
29 TD—Round Brl. 15.50
1897 TD—Round Brl. 21.50
TD—Octagon Brl. 23.50
Remington
4 TD—Octagon Brl. 11.00
6 TD—Round Barrel. 7.60
8 A TD—Round Brl. 45.00
12 TD—Round Barrel. 18.20
TD—Octagon Brl. 20.20
14 A TD—Standard .. 32.85
TD—Carbine 32.75
16 A TD—Standard .. 82.75
Stevens
Little Scout 4.00
Crack Shot 4.85
Marksman 6.50
Favorite 7.35
70 TD—22 11.50
Winchester
1886 SF—Round Brl.. 36.00
TD—Round Brl.. 42.00
1890 TD—Oct'gn F'cy 41.00
TD—Oct'gn. Plain 20.00
1892 SF—Round Brl.. 23.50
SF—Octagon Brl. 25.00
SF—Carbine 23.00
TD—Octagon Brl. 35.00
1894 SF—Round Brl.. 27.50
SF—Octagon Brl. 29.50
SF—Carbine 25.50
TD—Octagon Brl. 35.25
1895 SF 38.00
1895 Gov't Model .. 41.00
1895 TD 44.00
1902 TD 7.50
1903 TD—Plain 32.00
TD—Fancy 56.00
1906 TD 18.50
1907 TD 40.00

ROPE—Cotton Thread—Size 3-16, 75c lb.; 1/4 to 5-16, 75c;

3/8 to 3/4, 75c; 1/2 to 1, 75c.
Manila—Base, 45c lb. Sisal, Base, 35c lb.

RULES, BOXWOOD—Lufkin Stanley—No. 171, (86) 35c each;

No. 372 (86 1/4) 55c; No. 378 (3) 95c; No. 386 (32) 55c;
No. 388 (32 1/4) 80c; No. 465 (69) 15c; No. 488 (57) 50c;
No. 651, (68) 15c; No. 702 (18) 30c; No. 751, (61) 20c;
No. 752, (70) 30c; 761, (63) 30c; No. 762B, (7) 90c;
No. 771, (84) 50c; No. 780, (62 1/4) 65c; No. 781, (62) 65c;
No. 861A, (53 1/4) 65c; No. 862C, (83 1/4) 95c; No. 871, (52) 60c; No. 881, (54) 70c; No. 981, (60) 85c; No. 3851 (66 1/4) 50c; No. 3851X, (66) 50c; No. 3861 (66 1/4) 55c; No. 3881, (66 1/4), 90c.

RULES, ZIG ZAG—Lufkin Stanley—No. 804 F, 40c each;
No. 806 F, 60c; No. 8513 (03), 35c; No. 8514 (04), 50c;
No. 8515 (05), 60c; No. 8516 (06), 70c; No. 8518 (08), 95c;
No. 8523 (403 F), 35c; No. 8524 (404 F), 40c; No. 8525 (405 F), 50c; No. 8526 (406 F), 60c; No. 8613 (103), 45c;
No. 8614 (104), 50c; No. 8615 (105), 65c; No. 8616 (106), 80c; No. 8624 (854 F), 45c; No. 8626 (856 F), 65c.

SAWS, DISSTON—

| No. | 18-in. | 20-in. | 22-in. | 24-in. | 26-in. | 28-in. | Rip |
|------------|--------|--------|--------|--------|--------|--------|-----|
| 7 | \$1.90 | \$2.00 | \$2.15 | \$2.35 | \$2.55 | \$2.60 | |
| D-8 & 1874 | 2.85 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 | |
| 16 | 2.85 | 2.50 | 2.60 | 2.70 | 2.85 | 3.10 | |
| 12 | 2.70 | 2.85 | 3.05 | 3.35 | 3.45 | 3.70 | |
| 112 | 2.80 | 2.95 | 3.20 | 3.35 | 3.60 | 3.85 | |
| D-21 & 22 | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 | |
| D-20 & 23 | | | 2.85 | 3.05 | 3.25 | 3.50 | |
| D-100 | 2.50 | 2.65 | 2.85 | 3.05 | 3.25 | 3.50 | |
| 120 | 3.15 | 3.25 | 3.40 | 3.60 | 3.75 | 4.00 | |
| D-115 & 15 | 8.80 | 8.90 | 4.05 | 4.20 | 4.40 | 4.65 | |

SAWS—One Man—

| | Simonds | Disston | Royal | Chinook C.O. | Chinook C.O. |
|-----------|---------|---------|-------|--------------|--------------|
| 3 1/4 ft. | 3.35 | \$3.50 | | 6 ft. \$9.60 | 5 1/2 \$5.75 |
| 4 ft. | 3.85 | 4.00 | | 6 1/2 10.80 | 6 6.50 |
| 4 1/4 ft. | 4.80 | 4.50 | | 7 12.00 | 6 1/2 7.80 |
| 5 ft. | 4.80 | 5.00 | | 7 1/2 13.25 | 7 8.15 |
| | | | | | 7 1/2 9.50 |

Simonds Felling same price as Royal Chinook C. C.

| Atkins No. 400 and 401— | 22 in. | 24 in. | 26 in. | 28 in. |
|--------------------------|--------|--------|--------|--------|
| 28 in. | \$6.35 | | | 4.85 |
| 26 in. | 5.50 | | | 4.40 |
| 24 in. | 5.20 | | | 4.15 |
| Atkins No. 68 and 69— | | | | |
| 28 in. | \$8.60 | | | 2.70 |
| 26 in. | 8.15 | | | 2.50 |
| 24 in. | 8.90 | | | 2.20 |
| Atkins No. 58-51 and 65— | | | | |
| 28 in. | \$3.30 | | | 2.60 |
| 26 in. | 2.90 | | | 2.40 |
| 24 in. | 2.75 | | | 2.10 |
| Atkins No. 64— | | | | |
| 28 in. | \$4.00 | | | 3.00 |
| 26 in. | 3.50 | | | 2.70 |
| 24 in. | 3.30 | | | 2.40 |
| Atkins No. 66 and 67— | | | | |
| 28 in. | \$3.60 | | | 2.65 |
| 26 in. | 3.15 | | | 2.50 |
| 24 in. | 2.90 | | | 2.20 |
| Atkins No. 70— | | | | |
| 28 in. | \$2.85 | | | 2.10 |
| 26 in. | 2.40 | | | 1.95 |
| 24 in. | 2.20 | | | 1.75 |

RETAIL SELLING PRICES—Continued.

SAWS—Continued. Hand—

| | | |
|---|-----------------------------------|--------|
| Hand— | | |
| No. 5 Simonds, No. 12 Disston or No. 69 Atkins. | 24-inch | 3.50 |
| 20-inch | 26-inch | 3.85 |
| 22-inch | 28-inch | 4.25 |
| No. 8 Simonds, No. D8 Disston or No. 51 Atkins. | 30-inch | 4.75 |
| 20-inch | 22-inch | 3.25 |
| 22-inch | 24-inch | 2.50 |
| 24-inch | 26-inch | 2.65 |
| 26-inch | 28-inch | 2.75 |
| 28-inch | No. 4 Simonds or No. 120 Disston. | 3.25 |
| 30-inch | 26-inch | \$4.00 |
| No. D100 or No. D20 Disston. | 28-inch | 4.35 |
| 26-inch | No. 112 Disston. | \$3.25 |
| 28-inch | 26-inch | 3.50 |
| Back 12 in. | 28-inch | 3.50 |
| Back 14 in. | Butcher No. 10, 16 in. | 1.25 |
| Back 18 in. | 18 in. | 1.25 |
| Back 20 in. | 20 in. | 1.50 |
| Back 22 in. | 22 in. | 1.65 |
| Compass No. 2, 10 in. | Kitchen No. 2, 12 in. | .45 |
| 12 in. | 14 in. | .55 |
| 14 in. | 16 in. | .55 |
| 16 in. | Mitre 24 in. | 3.50 |
| No. 10 Simonds or No. 7 Disston. | 26 in. | 3.75 |
| 16-inch | 28 in. | 4.25 |
| 18-inch | 30 in. | 5.00 |
| Buck— | Nest Complete No. 3. | 1.50 |
| Com Sgl Brace V tooth | | 1.00 |
| Com Dbl Brace Tuttle tooth | | 1.75 |
| Com Dbl Brace V tooth | | 1.50 |

SAW CLAMPS—Stearns. 3, \$1.75; 0, \$1.00; 105, \$2.50; 200, \$1.50; Went, 2, \$2.50; Perfection, \$1.00; No. 10, \$1.50; N38, \$2.00; No. 11 with guide, \$3.25.

SAW SETS—

| | | |
|----------------|-------------|------|
| 201 G. & P. | Colonial | 1.25 |
| Spec. Morrill. | 7 Taintor. | 1.10 |
| 105 Morrill. | 28 Triumph. | 1.25 |
| 1 Morrill. | Hammer | .85 |
| 10 | Lever | .35 |
| 77 | | .60 |

X Out—

| | | |
|---------------|--------------|------|
| Morrill No. 3 | Morin No. 2 | 2.25 |
| Baker No. 3 | Morin No. 2½ | 2.75 |
| | Morin No. 3 | 1.00 |

SAW TOOLS—

| | | |
|------------------------|-----------------------|------|
| Clipper Outfit | Setting Tool Disston— | |
| Morin Raker Gauge— | No. 100 | .65 |
| No. 1 | No. 4 Setting Blocks— | |
| No. 6 | No. 4 Blocks, Morin. | 1.00 |
| No. 9 | Swages No. 0 Dist. | 4.50 |
| Atkins Raker Swage. | Swages, Whittings. | 1.00 |
| 5-M Tooth Gauge. | Atkins Rex. | 1.00 |
| Jointers Pikes Perf. | Atkins Excelsior. | .75 |
| Jointers No. 7 Sterna. | | .65 |

SCALES—Family, No. 11021, \$2.50 each; 1102, \$2.25 each. Peddlers, No. 101, \$4.00 each; 103, \$4.00 each; 115, \$4.00 each; 485E, \$4.00 each. Spring Balance, No. 87, \$4.50 each; 202, \$4.50 each; 303, \$5.50 each.

SCISSORS—Cast, No. 10, 35c each; 44, 7½-inch 35c, 8½-inch 40c; 240, 4-inch, 25c, 4½-inch, 20c; 255, 4-inch 25c, 4½-inch 30c, 5-inch, 35c, 5½-inch 35c, 6-inch, 40c; 820, 65c; 350, 60c.

Wiss, No. 4 B H, \$1.10 each; 5 B H, \$1.15; 4 R, \$1.20; 54½, 85c; 55, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156, \$1.15; 156½, \$1.25; 157, \$1.30; 864, \$1.10; 864½, \$1.15; 365, \$1.20; 366, \$1.30; 463, \$1.00; 463½, \$1.05; 464, \$1.10; 573, \$1.80; 573½, \$1.45; 574, \$1.50; 663, \$1.80; 663½, \$1.45; 664, \$1.50; 763, 95c; 763½, \$1.00; 764, \$1.05; 764½, \$1.10; 765, \$1.15; 765½, \$1.20; 766, \$1.25; 773, \$1.00; 773½, \$1.05; 774, \$1.10; 814, \$1.10; 814½, \$1.15; 815, \$1.20; 815½, \$1.25; 816, \$1.30.

SCOOPS—Long Handle, No. A 4 L, \$2.25 each; A 6 L, \$2.40; 744 L, \$2.50; 746 L, \$2.60.

D Handle, No. 1 A F, \$1.90 each; 2, \$2.00; 3, \$2.00; 4, \$2.15; 5, \$2.25; 6, \$2.40; 7, \$2.50; 8, \$2.60; 9, \$2.75; 10, \$2.90; 742, \$2.25; 743, \$2.40; 744, \$2.50; 745, \$2.60; 746, \$2.75; 747, \$2.90; 748, \$3.00; 749, \$3.15; 750, \$3.25.

The last figure in the number of a scoop shows its size.

SCREWS—Iron Bench—

| | | | |
|---|--------|----|------|
| ¾ | \$1.00 | 1½ | 1.40 |
| ¾ | 1.10 | 1½ | 1.50 |
| 1 | 1.20 | 1½ | 2.25 |

Wood Hand—

| | | | |
|---------|-----|---------|------|
| 6 inch | .45 | 14 inch | 1.10 |
| 8 inch | .65 | 16 inch | 1.35 |
| 10 inch | .85 | 18 inch | 1.60 |
| 12 inch | .95 | 20 inch | 1.70 |

Jorgensen—

| | | | |
|-------|--------|-------|------|
| No. 0 | \$1.15 | No. 3 | 1.65 |
| No. 1 | 1.25 | No. 4 | 2.00 |
| No. 2 | 1.50 | No. 5 | 2.50 |

SCREWS—Wood—

| Contr. | Broken | Flat Hd. | Brt.—Small | Quant. |
|-----------|--------|--------------|-------------|--------|
| Full Pkg. | Pkg. | 5c Dozen to | \$1.00 List | |
| FH Brt | 60% | 10c Dozen to | 2.00 List | |
| FH Bl. | 60% | 15c Dozen to | 3.00 List | |
| RH Bl. | 60% | 20c Dozen to | 4.00 List | |
| RH Nic. | 50% | 25c Dozen to | 5.00 List | |
| FH Gal. | 40% | 30c Dozen to | 6.00 List | |
| FH Brs. | 20% | 35c Dozen to | 7.00 List | |
| RH Brs. | 20% | | | |

Lag Contr's. by doc.
Cap V. thread list Plus 25%
Cap SAE list Plus 25%
Set list Plus 25%

Machine Iron 30% off list.

Machine Brass list Plus 20%

Nuts for Machine Screws—Iron, add 20% to List Price;

Brass, 40% to List Price.

Bench—Iron—1-inch, \$1.00; 1½-inch, \$1.25; 1¾-inch, \$1.50; 2-inch, \$1.25.

SCREW DRIVERS—Yankee—30, \$2.00; 31, \$2.75; 35, \$1.50; 130, \$2.25; 131, \$2.90.

SCREW DRIVERS—G. & P.—367—1½, 35c; 3, 40c; 4, 45c.

SCYTHES—Bush—

| No. | Each | No. | Each |
|-------|--------|-----|--------|
| 400 | \$1.90 | 450 | \$1.90 |
| Weed | | | |
| 800 | 1.90 | 850 | 1.90 |
| Grass | | | |
| 200 | 1.90 | 100 | 1.90 |
| 250 | 1.90 | 150 | 1.90 |

STEEL—Mild—See Iron. Tool, 20c; Drill, Com., 20c.

STEEL GOODS—Forks, Alfalfa—Aol34½, \$2.00 each; Aol35, \$2.00 each.

Forks, Barley—Bo185, \$2.00 each; B0505, \$2.75; Bo18D, \$2.00; Bo50D, \$2.75.

Forks, Barn or Ensilage—No. 508, \$2.50 each; 510, \$2.75.

Forks, Hay—No. o 3154½B, \$1.60 each; o 3155B, \$1.65 each; o 3155½B, \$1.75; o 3164½, \$1.80; o 3165, \$1.85; o 3165½, \$2.00.

Forks, Header—Ro154½, \$2.25 each; Ro155, \$2.25; Ro155½, \$2.25; Ro156, \$2.35; Ro164½, \$2.40; Ro165, \$2.50; Ro165½, \$2.50; Ro166, \$2.60; Ro155, \$2.25; Ro155½, \$2.35.

Forks, Manure—No. o4D, \$1.50 each; o5DX, \$1.60; o5D, \$1.75; o6DX, \$1.75; o6D, \$2.25; 44Z, \$1.00; 44X, \$1.25; 44½X, \$1.35; 54½X, \$1.50; 64½X, \$1.75; o44½XZ, \$1.85; o44X, \$1.40; o44½X, \$1.50; o44½, \$1.50; o54½X, \$1.75; o54½, \$2.15; o64½X, \$2.15; o64½, \$2.25.

Forks, Spading—No. B4D, \$1.10 each; LDX, \$1.50; oLDX, \$1.50; L4X, \$1.85; oL4X, \$1.50; o5H4, \$2.50; Jo4, \$2.00; JoW, \$2.50.

Hoes, Weeding—No. A, \$1.25 each; 1P, 50c each; 2P, 60c; 3W, 60c; 4P, \$1.00; 4PM, 50c; 6P, \$1.25; 6PM, 65c; BB6, 90c; W7, \$1.10; W7½, \$1.10; 34W, 75c.

Hooks, Potato—No. 4BHD, \$1.25 each; 4BHFM, \$1.25; 5BOH, \$1.45; UHW4, \$1.75; 4GNR, \$1.15; 5GNR, \$1.35; 6GNR, \$1.50.

Hooks, Manure—No. M40, \$1.35 each.

Rakes, Cast Steel—No. 10, 85c each; 12, 90c; 14, \$1.00; 16, \$1.15.

Rakes, Hay, Wood—No. 01, 50c each.

Rakes, Lawn—No. 36LR, \$1.15 each; 130R, 65c; 124R, 65c; 2046, \$1.15.

Rakes, Malleable—No. 10BM, 50c each; 10SM, 50c; 12BM, 65c; 12SM, 60c; 14BM, 60c; 14SM, 65c.

Rakes, Steel Bow—No. B11, \$1.10 each; SB12, 90c; B13, \$1.25; SB14, 90c; B15, \$1.85; SB16, \$1.00.

STEEL GOODS—

| Potato Forks. | Fish Forks. | Riveted. | Snathes. | Mortar. | Floral Sets. |
|-----------------|-------------|----------|----------------|--------------|-----------------|
| P064 | IF | RA | 50 | 9 | 1 |
| P06D | Stones. | Socket. | 100 | S10 | S5 |
| Sluice Forks. | HH4 | G078 | Smith's Hoes. | M210 | SPF |
| 208 | 99R | G078X | 50A | M29 | 4PSF |
| 210 | Warren. | Beebe. | No. 7 | 19C5 | Floral Shovels. |
| 212 | Hoes. | BB6 | Nursery. | 914 | Asphalt. |
| Coke Forks. | W7 | BB6½ | German. | Edger | Turf. |
| 710 | W7½ | Acme. | GE2-0 | Spuds | Dandelion. |
| 712 | W8 | A | Planter's Eye. | Deck Center. | |
| 714 | Ladies'. | Mattock. | AE3 | | |
| Shavings Forks. | LY5 | DES | AE5 | | |
| 806L | | | | | |

RETAIL SELLING PRICES—Continued.

SHEARS—Grass

| | Each | | Each |
|-------|-------|--------|-------|
| 1 | \$.85 | 0267 | \$.85 |
| 26 | .50 | 460 | .60 |
| 6 1/2 | .65 | 07 1/2 | .85 |
| 097 | 1.15 | 11 G | 1.50 |
| Hedge | | | |
| 1007 | 1.35 | 101 9 | 2.25 |
| 101 8 | 2.00 | 101 10 | 2.50 |

SHEARS—Dressmakers', Etc., Wiss—

| No. | Each | No. | Each |
|--------------|--------|----------|------|
| 130 | \$2.35 | 189 | 1.80 |
| 136 | 1.15 | 190 L | 2.25 |
| 136 1/2 | 1.25 | 198 | 1.45 |
| 137 | 1.30 | 199 | 1.80 |
| 137 1/2 | 1.35 | 347 | 1.50 |
| 137 1/2 L H. | 1.75 | 347 1/2 | 1.60 |
| 137 | 1.45 | 348 | 1.65 |
| 138 L H. | 1.80 | 447 | 1.65 |
| 138 1/2 | 1.50 | 447 1/2 | 1.75 |
| 139 | 1.80 | 448 | 1.85 |
| 147 | 1.30 | 1030 | 2.25 |
| 147 1/2 | 1.40 | 1036 | 1.15 |
| 148 | 1.45 | 1036 1/2 | 1.25 |
| 148 1/2 | 1.50 | 1037 | 1.30 |
| 180 | 2.25 | 1037 1/2 | 1.40 |
| 182 | 2.75 | 1038 | 1.45 |
| 184 | 3.45 | 1038 1/2 | 1.50 |
| 186 | \$4.45 | 1039 | 1.80 |

SHEETS—Galvanized, Full Sheets—10 to 16, 12 1/2 lb.; 18 to 24, 13c; 26 to 27, 13c; 28, 14c; 30, 15c. Black Sheets—Full Sheets, 12 to 16, 11c lb.; 18 to 28, 12c. For cutting sheets, add 10% to above. Corrugated—Pid., 28 Ga., \$8.75; Galv., 28 Ga., \$10.50; Galv. 28 Ga., \$9.50; Rock Face Siding, \$10.50.

SHEETS (STEEL)—Black, Soft, 18-20, 22-24, 26, 27, 28, 30 gauge, 15c cut, 10c full sheet.
Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, 18c cut, 12c full sheet.
Galvanized, Corrugated, 26-gauge, 6 to 10 feet, open; 26-gauge, 12 feet, open; 28-gauge, 6 to 10 feet, open.
Painted, Corrugated, 28-gauge, 6 to 10 feet, open.

SHIELDS—

| Diamond—Expansion | % each | Diamond—Lead | % each |
|-------------------|--------|-----------------|--------|
| 8-16, each | \$.05 | 1/4 x 1/4, each | \$.04 |
| 1/4, each | .06 | 8-16x1 each | .04 |
| 5-16, each | .07 | 8-16x1 each | .04 |
| 3/4, each | .08 | 1/4 x 1/4, each | .06 |
| 1/2, each | .12 | 1/4 x 1/4, each | .06 |
| 1/4, each | .15 | 5-16x1 each | .07 |

SHINGLES—Tin, 5x7, \$3.00.

SHOES—Horse—Light, extra light or snow. All sizes, 10c lb. Mule—No. 00 & 0, 12c lb.; 1, 11 1/2c; 2 & larger, 11c. Oast Sleigh—Flat, 9c lb.; Concave or Convex, 10c lb.

SHOT—Air Rifle, No. 25 (bulk), 30c lb.; No. 125 (1-lb. bags), 20c lb.; No. 525 (tubes), 10c pkg. Balls, Nos. 0, 00, 000 20c lb. Buck, Nos. 1, 2, 3, 20c lb. Drop, Nos. 1, to 12, 20c lb.; B, BB, BBB, 20c lb.

SHOVELS—D Handle, Round Point, No. 102, \$2.60 each; 201, \$2.25; 401, \$1.90; 1003, \$2.15; 1004, \$2.25; 1005, \$2.50. D Handle, Square Point, No. 104, \$2.60 each; 203, \$2.25; 307, \$2.75; 403, \$1.90; 404 B, \$1.90; 1009, \$2.50; 1010, \$2.25; 1111, \$2.15; 1112, \$2.25.

Long Handle, Round Point, No. 200, \$2.25 each; 300, \$2.25; 400, \$1.90; 400 A, \$2.25; 700, \$2.25; 701, \$2.50; 800, \$2.50; 801, \$2.50; 1000, \$2.15; 1001, \$2.25; 1002, \$2.50.

Long Handle, Square Point, No. 103, \$2.60 each; 202, \$2.25; 304, \$2.50; 402, \$1.90; 702, \$2.50; 1006, \$2.15; 1007, \$2.25; 1008, \$2.50.

ASSES' SKIN—25, 45c; 50c, 65c; 75, 85c; 100, \$1.00.

SLEDGES—Hand and Coaster.

| Flexible Flyer— | Jr. Racer | Racer |
|-----------------|-----------|-------|
| No. 1 | \$3.00 | 7.50 |
| No. 2 | 3.50 | 7.50 |
| No. 3 | 4.50 | 7.50 |
| No. 4 | 5.50 | 7.50 |
| No. 5 | 7.50 | 7.50 |
| No. 6 | 15.00 | 7.50 |

SMOOTH-ON—75c lb.

SOLDER—1/4 and 1/2, 70c lb.; No. 1, 90-100, 65c lb.; Wiping, 40-60, 60c lb.; Wire, 50-50, 75c lb.; Electrical Wire, 40-60, 65c lb.

SNIPS, TINNERS'—Wiss, Regular—No. W6 1/2, \$3.75 pair; W7, \$3.15; W8, \$2.50; W9, \$2.30; W10, \$2.00; W11, \$1.50; W12, \$1.25. Wiss, Curved Blade—W6 1/2 CB, \$5.40 pair; W7 CB, \$4.40; W8 CB, \$3.75; W9 CB, \$3.45; W10 CB, \$3.15; W11 CB, \$2.50; W12 CB, \$2.20.

SQUARES—Steel—

| No. | Each | No. | Each |
|-----|--------|----------|------|
| 1 | \$1.75 | 3 B, 3 G | 2.85 |

| | | | |
|------------|--------|--------------|------|
| 10 | 1.25 | 100 R B T D | 3.75 |
| 14 | 1.50 | 100 R G T D | 3.75 |
| 14 B, 14 G | 2.25 | 101 | 2.00 |
| 22 | 1.15 | 1016, 1018 | 3.50 |
| 24 | 1.25 | 100 B, 100 G | 1.85 |
| 27 | 1.35 | 100 C R | 3.00 |
| 100 | 1.25 | 100 G V R | 1.85 |
| 100 A | \$3.00 | 100 R | 3.50 |

Try and Mitre

| | | | |
|---------|------|----------|------|
| 2 | .75 | 15 7 1/2 | 1.15 |
| 2 7 1/2 | .85 | 20 4 1/2 | .45 |
| 2 9 | 1.00 | 20 6 | .55 |
| 12 4 | .45 | 20 7 1/2 | .65 |
| 12 6 | .50 | 20 9 | .75 |
| 12 8 | .65 | 20 10 | .85 |
| 12 10 | .85 | 20 12 | 1.00 |

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.50; 109, \$1.00; 110, \$1.25; 111, 75c; 112, 65c; 115 to 117, \$1.25; 118 to 120, \$1.00; 121 to 123, 75c; 124 to 126, 75c; 128 to 135, \$1.00; 136 to 138, 65c; 142 to 144, 50c; 145 to 147, 85c.

Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 27, 25c; 40, 25c; 42, 35c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, 15c; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, \$1.5c; 42, 20c.

SPRAY PUMPS—Faultless, Tin, each, 60c; Barnes No. 254, \$4.50; Barnes No. 276, \$7.00.

STAPLES—Netting, Galv., 15c lb.; Barbed Wire, Polished, 7 1/2c.

STARRETT'S TOOLS—"Shop" or "Retail"—

Micrometers, 40% above list.
Calliper Rules, 40% above list.
Thickness Gauges, 40% above list.
Steel Tables, 40% above list.
All other items, 25% above list.

G. & P. GOODS—Hack Saw Frames—

69..\$1.75 69B..\$1.50 247..\$2.00 5..\$.50 14..\$2.00

STOCKS & DIES—

Green River List plus 25%
Little Giant, List plus 25%
Armstrong No. 1 pipe \$5.85
No. 2.....7.80
No. 2 1/2.....8.50
No. 3, 1 1/4 to 2.....13.00
No. 3, 1 to 2.....15.60
Common No. 1 pipe..\$7.75
No. 2.....9.90
Stocks Only—
Common No. 1 Pipe \$2.75
Common No. 3 Pipe 4.75
Armstrong No. 2....3.50
No. 3.....5.30

STOP AND WASTE—

Rough Brass, Iron Pipe Threads No. 10 T-Handle or No. 20 Lever Handle—
1/4 inch.....\$1.25 1/4 inch.....2.00
1/2 inch.....1.75 1/2 inch.....3.00
No. 30 High Grade "Cap" Pattern T or Lever Handle—
Rough Brass, Iron Pipe Threads
1/4 inch.....\$1.50 1/4 inch.....2.50
1/2 inch.....2.10 1/2 inch.....3.75

STOVES—Common Air-Tights—

No. 16 Unlined.....\$2.35
No. 18 Unlined.....3.00
No. 20 Lined.....4.00
No. 22 Lined.....\$4.50
No. 24 Lined.....5.00
No. 26 Lined.....6.00

STRIP—Weather—Rubber, 1/4-in. 3c per ft; 1/2-in. 4c ft.

SUPPORTS—Wagon Tongue—

| No. in. | Price | No. in. | Price | No. in. | Price |
|---------|--------|---------|--------|---------|--------|
| 1 | \$.150 | 2 | \$.200 | 3 | \$.275 |

SWEEPERS, CARPET—Bissell's—American Queen (N), \$4.75 each; Club (N), \$8.50; Grand Rapids (N), \$4.35; Grand Rapids (J), \$3.75; Parlor Queen (N), \$5.50; Princess (N), \$4.50; Superba (N), \$6.50; Universal (N), \$4.00; Universal (J), \$3.50.

TACKS—Bill Posters', No. 545 Wire, or 555 Cut—3, 35c lb.; No. 4, 35c lb.; 6, 35c; 8, 35c; 10, 35c.

Carpet, No. 434 Cut, or 484 Wire 1/4 lb. papers—3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. 438 Cut, or 488 Wire 1/4 lb. papers—3, 7 1/2c box; 4, 7 1/2c; 6, 7 1/2c; 8, 7 1/2c; 10, 7 1/2c. No. 495 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Gimp—No. 324, 2 1/4, 15c box; 3, 15c; 4, 15c; 6, 15c; 8, 15c. Upholsterers'—No. 304 Cut, 1/4 lb. papers—1 1/2 15c box; 2, 15c; 2 1/2, 15c; 3, 15c; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. No. 805, Cut, or 355 Wire in bulk—3, 35c lb.; 4, 35c; 6, 35c; 8, 35c; 10, 35c; 12, 35c. Double Pointed—Blued, 1/4 lb. papers—9, 5c box; 10, 5c; 11, 5c; 12, 5c; 14, 5c. Blued in bulk—209, 30c lb.; 210, 30c; 211, 30c; 212, 30c.

TAPS—Machine Hand—

| 1-16 to 15-64 | Disc | 1 1-16 to 2 | Disc |
|----------------------------|------|-------------|------|
| 1-16 to 15-64 | 30% | 1 1-16 to 2 | 30% |
| 1/4 to 1 | 30% | Stove Bolt— | |
| 1 1-16 to 2 | 30% | 8-16 | 30% |
| Left Hnd Dbl list plus 20% | | 1/4 to 1/2 | 35% |
| Machine Screw— | | Pipe— | |
| 1 1/4 to 1 1/2 | 35% | 1/4 to 3 | 40% |
| 1 1/2 to 2 1/4 | 35% | 3/4 to 4 | 30% |
| Machine Nut— | | 3/4 to 4 | 20% |
| 8-16 to 1 | 30% | | |

RETAIL SELLING PRICES—Continued.

TAPES—

| Starrett | | | Lufkin | | | No. 505. | | |
|----------|---------|-----|--------|----------|---------|----------|--------|--|
| No. 510. | 25-ft. | 260 | \$3.85 | No. 505. | 50-ft. | 248 | 4.00 | |
| No. 510. | 50-ft. | 268 | 4.85 | No. 505. | 75-ft. | 245 | 5.25 | |
| No. 510. | 75-ft. | 265 | 6.15 | No. 505. | 100-ft. | 246 | 6.75 | |
| No. 510. | 100-ft. | 266 | 7.75 | Starrett | | | Lufkin | |
| No. 505. | 25-ft. | 240 | 3.25 | | | 550 | 3.00 | |
| | | 555 | 4.75 | | | 553 | 3.75 | |
| | | 556 | 6.00 | | | 105 | 6.25 | |
| | | 100 | 4.00 | | | 1260 | 3.60 | |
| | | 108 | 5.00 | | | 1263 | 4.50 | |
| | | | | | | 1265 | 5.75 | |

TEES—Stove Pipe—Cylinder—

| Asbestos 6 inch— | Adjustable 6 inch— |
|----------------------|--------------------|
| 6x4, each.....\$.90 | 4 to 8......65 |
| 6x6, each.....1.25 | 6 to 12......75 |
| 6x8, each.....1.65 | Adjustable 7 inch— |
| 8x6, each.....1.75 | 6 to 12......85 |

TENTS—

| Size | 8-oz. | 10-oz. | Poles & Stakes Per Set |
|-------------|---------|---------|------------------------|
| 7x7 | \$10.40 | \$12.15 | \$2.35 |
| 7x9 | 12.85 | 14.35 | 2.85 |
| 9x9 | 14.25 | 16.65 | 2.85 |
| 9½x12 | 16.75 | 19.55 | 3.25 |
| 12x14 | 22.50 | 26.25 | 3.90 |
| 12x18 | 27.75 | 32.45 | 5.20 |
| 14x16 | 29.50 | 34.65 | 5.20 |
| 14x20 | 36.65 | 42.55 | 6.20 |
| 16x18 | 40.25 | 47.85 | 6.20 |
| 16x20 | 44.35 | 51.75 | 6.50 |
| 16x24 | 50.50 | 58.75 | 7.80 |
| 16x30 | 61.10 | 71.25 | 8.45 |
| A or Wedge— | | | |
| 5x7 | 6.50 | 7.55 | 1.95 |
| 7x7 | 8.20 | 9.55 | 2.35 |
| 7x9 | 9.80 | 11.50 | 2.60 |

Flies—½ price of tent. Pins, 3c each.

THIMBLES—Asbestos—Each, 6x4, 90c; 6x6, \$1.25; 6x8, \$1.65; 8x6, \$1.75. Adj. Stove Pipe—4 to 8, 50c; 6 to 12, 75c.

THIMBLES—Flue—6-in., 10c; 7 in., 10c.

THICKNESS GUAGES—40% above list price.

TIN—Common Roofing—40c per sheet.

TINWARE—

| Boilers, Coffee | 02 | ..... | .40 |
|------------------|-------|-------|-------|
| No. | 03 | ..... | .55 |
| 017 | 04 | ..... | .35 |
| 018 | 12 | ..... | 2.25 |
| 019 | 14 | ..... | 3.00 |
| 027 | 500 | ..... | 3.50 |
| 028 | 502 | ..... | 4.50 |
| 029 | 508 | ..... | 5.00 |
| 351½ | 505 | ..... | 5.00 |
| 352 | 510 | ..... | 7.00 |
| 353 | ..... | ..... | ..... |
| 354 | ..... | ..... | ..... |
| 356 | ..... | ..... | ..... |
| Boilers, Wash | | | |
| 8 | ..... | ..... | 7.50 |
| 9 | ..... | ..... | 8.00 |
| 028 A | ..... | ..... | 2.85 |
| 28 A | ..... | ..... | 3.00 |
| 29 A | ..... | ..... | 3.25 |
| 0128 B | ..... | ..... | 3.25 |
| 128 B | ..... | ..... | 3.25 |
| 129 B | ..... | ..... | 3.50 |
| 0228 B | ..... | ..... | 3.25 |
| 229 B | ..... | ..... | 3.75 |
| Bowls, Wash | | | |
| 06½ | ..... | ..... | .20 |
| 07 | ..... | ..... | .20 |
| 08 | ..... | ..... | .25 |
| 6½ | ..... | ..... | .30 |
| 7 | ..... | ..... | .35 |
| 8 | ..... | ..... | .40 |
| Buckets, Covered | | | |
| 11 | ..... | ..... | .15 |
| 11½ | ..... | ..... | .20 |
| 12 | ..... | ..... | .25 |
| 13 | ..... | ..... | .30 |
| 14 | ..... | ..... | .35 |
| Buckets, Dinner | | | |
| 1 | ..... | ..... | .65 |
| 2 | ..... | ..... | .75 |
| 3 | ..... | ..... | .85 |
| 04 | ..... | ..... | 1.00 |
| 30 | ..... | ..... | .65 |
| 40 | ..... | ..... | .75 |
| 600 | ..... | ..... | 1.25 |
| 650 | ..... | ..... | 1.75 |
| 674 | ..... | ..... | 1.75 |
| 675 | ..... | ..... | 1.60 |
| Cans, Milk | | | |
| 1 | ..... | ..... | .35 |
| 2 | ..... | ..... | .40 |
| 3 | ..... | ..... | .55 |
| 4 | ..... | ..... | .65 |
| 01 | ..... | ..... | .35 |

Moulds, All Kinds

| | | | | | | | |
|------|---------|-------|------|------|-----------|-------|-----|
| 1 | Melon | ..... | 1.25 | 201 | IC, Plain | ..... | .10 |
| 2 | Melon | ..... | 1.85 | 201½ | IC, Plain | ..... | .15 |
| 2 | Pudding | ..... | 1.25 | 202 | IC, Plain | ..... | .15 |
| 02 | ..... | ..... | .90 | 203 | IC, Plain | ..... | .15 |
| 3 | Melon | ..... | 1.50 | 204 | IC, Plain | ..... | .20 |
| 3 | Pudding | ..... | 1.50 | 205 | IC, Plain | ..... | .20 |
| 03 | ..... | ..... | 1.10 | 206 | IC, Plain | ..... | .25 |
| 4 | Melon | ..... | 1.75 | 208 | IC, Plain | ..... | .30 |
| 08 | ..... | ..... | .15 | 2100 | IC, Plain | ..... | .35 |
| 10 | ..... | ..... | .30 | 2120 | IC, Plain | ..... | .45 |
| 15 | ..... | ..... | .35 | 300 | IC, Ret. | ..... | .15 |
| 25 | ..... | ..... | .40 | 300½ | IC, Ret. | ..... | .15 |
| 61 | ..... | ..... | .45 | 301 | IC, Ret. | ..... | .20 |
| 061 | ..... | ..... | .40 | 301½ | IC, Ret. | ..... | .25 |
| 61½ | ..... | ..... | .45 | 302 | IC, Ret. | ..... | .30 |
| 061½ | ..... | ..... | .45 | 303 | IC, Ret. | ..... | .35 |
| 62 | ..... | ..... | .50 | 304 | IC, Ret. | ..... | .35 |
| 062 | ..... | ..... | .50 | 305 | IC, Ret. | ..... | .40 |
| 63 | ..... | ..... | .65 | 306 | IC, Ret. | ..... | .45 |
| 063 | ..... | ..... | .60 | 308 | IC, Ret. | ..... | .50 |
| 80 | ..... | ..... | .20 | 2100 | IC, Ret. | ..... | .60 |
| | | | | 2120 | IC, Ret. | ..... | .75 |

Pails, Dairy

| | | | | | | |
|-----|-------|------|-----|----------|-------|-----|
| 10 | ..... | .65 | 504 | IX, Ret. | ..... | .40 |
| 12 | ..... | .75 | 505 | IX, Ret. | ..... | .45 |
| 14 | ..... | .85 | 506 | IX, Ret. | ..... | .50 |
| 40 | ..... | .30 | 508 | IX, Ret. | ..... | .55 |
| 50 | ..... | .35 | 510 | IX, Ret. | ..... | .60 |
| 60 | ..... | .35 | 512 | IX, Ret. | ..... | .75 |
| 80 | ..... | .40 | | | | |
| 100 | ..... | .45 | | | | |
| 104 | ..... | 1.10 | | | | |
| 105 | ..... | 1.35 | | | | |
| 120 | ..... | .50 | | | | |
| 124 | ..... | 1.25 | | | | |
| 125 | ..... | 1.50 | | | | |
| 140 | ..... | .60 | | | | |
| 144 | ..... | 1.50 | | | | |
| 145 | ..... | 1.65 | | | | |
| 200 | ..... | .80 | | | | |
| 220 | ..... | 1.00 | | | | |
| 240 | ..... | 1.10 | | | | |
| 410 | ..... | 1.25 | | | | |
| 412 | ..... | 1.35 | | | | |
| 414 | ..... | 1.50 | | | | |
| 512 | ..... | 2.00 | | | | |
| 514 | ..... | 2.15 | | | | |

Pans, Dish

| 8—IX Tin | ..... | .80 | 12 | ..... | .20 |
|-------------|-----------|-------|-----|-------|------|
| 10 | ..... | .90 | 14 | ..... | .25 |
| 14 | ..... | 1.00 | 20 | ..... | .45 |
| 17 | ..... | 1.15 | 30 | ..... | .65 |
| 21 | ..... | 1.35 | 40 | ..... | .80 |
| 10—IXX Tin | ..... | 1.10 | 164 | ..... | 1.85 |
| 14 | ..... | 1.35 | 165 | ..... | 2.50 |
| 17 | ..... | 1.50 | | | |
| 21 | ..... | 1.75 | | | |
| 17—IXXX Tin | ..... | 1.75 | | | |
| 21 | ..... | 2.00 | | | |
| 30 | ..... | 2.75 | | | |
| Pans, Milk | | | | | |
| 200 | IC, Plain | ..... | .10 | | |
| 200½ | IC, Plain | ..... | .10 | | |

TONGS—Vulcan Chain—31, \$3.50; 32, \$5.00; 33, \$7.00; 33½, \$9.00; 34, \$11.00.

TORCHES—Alcohol, No. 28, \$2.00 each.

Gasoline, No. 14, \$4.00 each; 37, \$6.75 each; 38, \$7.25 each; 31, \$7.75 each; 32, \$8.00 each; 48, \$9.25 each; 61, \$7.25 each; 62, \$10.50 each; 112, \$6.50 each; 114, \$6.00 each.

Kerosene, No. 95, \$7.25 each; 96, \$8.00 each.

TRAPS—Fly—Paragon, 35c each; Balloon, 25c; Edgewood (1), \$2.00; Edgewood (2), \$2.00; Avis (1), \$2.10; Avis (2), \$2.00; Avis (3), \$1.90; Perfect, \$1.45.

Game—0 Newhouse, 40c each; 1 Newhouse, 50c; 1½ Newhouse, 70c; 2 Newhouse, 90c; 3 Newhouse, \$1.35; 4 Newhouse, \$1.60; 5 Newhouse, \$9.25; 1 Oneida Jump, 30c; 1½ Oneida Jump, 40c; 2 Oneida Jump, 55c; 0 Victor, 20c; 1 Victor 25c; 1½ Victor, 35c; 2 Victor, 45c; 3 Victor, 60c; 4 Victor, 75c.

Gopher—Western, 25c each; Noxall, 25c; Maccabee, 25c; Easy Set, 25c; Newhouse, 25c; California Pocket, 25c.

Mole—Reddick, \$1.00 each; Out-O-Sight, \$1.25.

Mouse—Sure Catch, 5 each; Security, 10c; Choker-Wood, 15c; Choker-Tim, 15c; Delusion, 25c; Holdem, 50c; Cage, 25c.

Rat—Sure Catch, 10c each; Security, 25c; Holdem, small, 75c; Holden, large, \$1.00.

TROUGH—

| Eaves— | 5 inch, per doz..... | .35 |
|----------------------------|----------------------|-----|
| 4 in.....\$.13½ | 6 inch, per doz..... | .40 |
| 5 in......15 | End Caps— | |
| 6 in......18 | 4 in.....\$.15 | |
| Mitres— | 5 in......30 | |
| 4 in.....\$.45 | 6 in......35 | |
| 5 inch......50 | End Pc. Comp.— | |
| 6 in......60 | 4 in.....\$.35 | |
| Hangers—Wire— | 5 in......30 | |
| 4 inch, per doz.....\$.30 | 6 in......35 | |

RETAIL SELLING PRICES—Continued.

TROWELS (BRICK)—Farmers, No. 555 (Handy), 25c each.
Standard, No. 55, 8 to 12 (177), \$1.00 each.
Dasson, No. 10, 10½, \$1.50 each; 11, \$1.60 each; 11½, \$1.65 each; 12, \$1.75 each; 13, \$1.85 each; 14, \$2.00 each.
Marshalltown, No. 19 W, 10½, \$1.50 each; 11, \$1.50 each; 11½, \$1.50 each; 17 L, 11, \$1.75 each; 11½, \$1.75 each.

TURNERS—Cupboard—Brass Plated—Small, 30c; large, 35c.

TWINE—Sacking—¼-lb. hank, 20c.

TWINE—Cotton—Wrapping, 75c lb.; Budding, 75c.
Flax—No. 18BB, 40c lb.; 24BB, 40c; 18BC, 1018BC, 50c lb.; 24BC, 1024BC, 50c; 36BC, 1036BC, 50c; 30, Sacking, 40c; 40, Sacking, 40c; 33, Sacking, 70c; 44, Sacking, 75c.
Hemp—No. 4½, 30c cwt.; 6, 30c; 07, 30c.

UNIVERSAL PLATES—Mild Steel Bars.
¼-inch and thicker and wider than 6-inch... 9.25 cwt.

VALLEY—Tin—4-in., 6c ft.; 10-in., 10c; 14-in., 14c; 20-in., 20c. Tin Valley—Painted 2 sides—14-in., 16c.

VALVES—

| Standard Globe and Angle Valves— | Standard Gate Valves— |
|----------------------------------|-----------------------|
| ¾ \$.85 | ¾ \$1.45 |
| ¾ ..... .90 | ¾ 1.45 |
| ¾ 1.00 | ¾ 1.45 |
| ¾ 1.25 | ¾ 1.65 |
| ¾ 1.50 | ¾ 2.05 |
| 1 2.25 | 1 2.80 |
| 1½ 3.00 | 1½ 3.70 |
| 1½ 4.25 | 1½ 5.00 |
| 2 6.25 | 2 7.30 |

VISES—Solid Box—

| | | |
|-------------------|------------------|-------------------|
| 85 lb.....\$12.50 | 65 lb..... 17.50 | 90 lb..... 25.00 |
| 40 lb..... 18.15 | 70 lb..... 18.75 | 95 lb..... 26.25 |
| 45 lb..... 18.75 | 75 lb..... 20.00 | 100 lb..... 27.50 |
| 50 lb..... 14.40 | 80 lb..... 21.90 | 125 lb..... 35.65 |
| 55 lb..... 15.00 | 85 lb..... 23.15 | 150 lb..... 48.60 |
| 60 lb..... 16.25 | | |

WAGONS—Express.

| Steel— | No. 30 | 7.00 |
|---------------------|-------------------|------|
| No. 04 \$1.50 | No. 40 7.50 | |
| No. 03 1.65 | | |
| No. 02 1.85 | | |
| No. 0 2.25 | | |
| No. 1 2.75 | | |
| No. 2 3.00 | | |
| No. 3 3.50 | | |
| Coaster—Star. | No. 10 | 5.75 |
| No. 10 \$5.75 | No. 11 6.50 | |
| No. 20 6.50 | No. 12 7.00 | |

WASHERS—Cut—3-16, 25c lb.; ¼, 22c; 5-16, 20c; Malleable, 13c; Cast, 6c; 5-8, 17c; ½, 14c; ¾, 14c; 1, 14c.

WASTE—No. 1 White, 26c lb.; No. 2, 25c; No. 2 Colored, 20c.

WATCHES—

| | |
|---------------------|---------------------|
| Yankee \$1.35 | Junior 2.75 |
| Triumph 1.50 | Midjet 2.75 |
| Eclipse 2.00 | Radilite 2.50 |

WAX—Floor, 60c.

WEANERS—Calf—Shaws No. 1, 50c; No. 2, 65c. Hoosier No. 11, 75c; No. 12, 85c. Kantsuk—Calf, 40c; Cow, 50c.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 25c; Cedar-Atha, 25c; Cedar-Alki, 15c; Falling, 27c; Saw, 19c.

WEIGHTS—Sash—3 lbs. and over, 4c lb. Eveners or Balances—¼, 7c lb.

WHEELBARROWS—Brick—No. 10 B, \$10.75 each; 20, \$10.75.

Garden—No. 2 V, \$9.50 each; 3 V, \$11.25; 21, \$6.25.
Railroad—No. 15, \$5.50 each; 17, \$6.50; 19, \$6.75.
Steel Tray, Wood Frame—No. 2 A, \$12.00 each; 23, \$8.50; 27, \$12.50; K 29, \$16.50.
Steel Tray and Frame—No. AX, \$11.25 each; 4, \$13.00; 5, \$14.25; 10, \$19.50.

WINDOW GLASS—3B Grade—

| Single Strength— | 3rd 3 Brackets | 80% |
|---|---------------------------|--------|
| 1st 3 Brackets 80% | Double Strength 80% | |
| 2nd 3 Brackets 80% | | |
| Extras for Putting in Glass— | 3rd 3 Brackets, light. | \$1.00 |
| 1st 3 Brackets, light. \$.50 | | |
| 2nd 3 Brackets, light .75 | | |
| Larger Lights 75c per hour, per man | | |

WIRE—Plain Fence—

Black—Nos. 6 to 16, 5 to 24-lb. lots..... \$.08
Galvanized—Nos 6 to 16, 5 to 24-lb. lots..... .10
Black, 1 to 5-lb..... \$.10 Galv., 1 to 5-lb..... .12
Barbed Fence—
Glidden Ptd, \$6.30; Glidden Galv., \$7.00; Baker Ptd, \$6.55; Baker Galv., \$7.25; Waukeganito Galv., \$8.00; Am. Spel Galv., 80 rd spls, ea., \$4.45; Glidden 80 rd spls, \$5.90; Baling Wire—14 Ga., Full Coils, \$6.55 100 lbs.; 15 Ga., \$6.65; 16 Ga., \$6.75.
Broken Ooile—1 to 24-lb. add 3c lb.; 25 to 50-lb. add 2c lb.; 50 to 100-lb. add 1 c lb.
Bale Ties— 9½ ft., 15 Ga., per bundle of 250, \$3.25

WIRE, FENCE—Barbed—2-pt. Glidden (galvanized), open; 2-pt. Waukegan (galvanized), open; 4-pt. Lyman (galvanized), open; American Special (galvanized), open.
Smooth-Twisted—Two Strand, open.

WIRE CLOTH—Hardware Galvanized—

| Kind | Sq. Ft. | Kind | Sq. Ft. |
|---------------------------|-------------------------|------|---------|
| 1 inch mesh \$.15 | 3 mesh ..... .08 | | |
| ¾ inch mesh ..... .12 | 4 mesh ..... .09 | | |
| ¾ inch mesh ..... .12 | 6 mesh ..... .10 | | |
| 2 mesh ..... .08 | 8 mesh ..... .10 | | |
| Screen | | | |
| 12 M—Black ..... .03 ½ | 16 M—Galvanized ... .05 | | |
| 16 M—Black ..... .05 | 14 M—Opal ..... .05 | | |
| 14 M—Bronze ..... .15 | 16 M—Opal ..... .05 | | |
| 14 M—Galvanized04 ½ | | | |

WOODENWARE—

| Boards, Pastry | No. | Each | No. | Each |
|---------------------------|------------------------|------|-----|------|
| 16x22 inches \$.80 | 15 inches \$.65 | | | |
| 18x24 inches ..... .90 | 17 inches 1.75 | | | |
| 20x27 inches 1.05 | 19 inches 2.00 | | | |
| Pins, Rolling | | | | |
| Bowls, Chopping | 20 (1) ..... .40 | | | |
| 11 inches ..... .20 | 30 (2) ..... .45 | | | |
| 13 inches ..... .35 | 10 ..... .25 | | | |

WOOL, STEEL—2-oz. Package (all numbers), 15c each; 1-lb. package—0, \$1.00 each; 1, 75c; 2, 70c; 3, 60c.

WOOL—Steel—1-lb. rolls—0, 85c; 1, 75c. Wheels—Grinding Discount 40%.

WRINGERS (CLOTHES)—American, Price, Each—

| | |
|--------------------|------------------|
| 10 \$3.75 | 300 \$5.50 |
| 10 M 3.50 | 301 5.25 |
| 100 5.25 | 302 6.50 |
| 110 4.75 | 360 E 6.75 |
| 117 E 5.75 | 361 E 7.25 |
| 130 E 5.50 | 370 E 6.25 |
| 180 2.50 | 390 E 6.25 |
| 180 E 5.75 | 570 E 7.00 |
| B 180 E 9.75 | 571 E 7.50 |
| 190 E 5.75 | 590 E 6.75 |

WROUGHT BRASS BUTTS—Narrow, Middle & Broad Add 35% to List.

WRENCHES—Agricultural—No. 6, 60c each; 8, 75c; 10, 85c; 12, \$1.00; 15, \$1.45.
Alligator—0, 20c each; 1, 25c; 2, 60c; 3, \$1.40; 12, 30c; 13, 45c.
Bemis & Call—No. 12, \$2.50 each; 15, \$3.50; 18, \$6.00.
Coes'—Key (28), \$1.35; Key (36), \$3.00; Knife (6), \$1.15; Knife (8), \$1.35; Knife (10), \$1.65; Knife (12), \$2.25; Knife (15), \$2.75; Knife (18), \$3.75; Knife (21), \$4.75; Steel (4), \$1.00; Steel (6), \$1.15; Steel (8), \$1.35; Steel (10), \$1.65; Steel (12), \$2.25; Steel (15), \$2.75; Steel (18), \$3.75; Steel (21), \$4.75.
Crescent—No. 68 (8), \$1.50 each; 188 (4), 70c; 188 (6), 75c; 188 (8), \$1.00; 188 (10), \$1.25; 188 (12), \$1.50; 188 (15), \$2.00; 188 (18), \$2.75; 810 (10), \$2.00.

WRENCHES—

| P. S. & W. Stronghold | | | |
|-----------------------|--------|-------------|--------|
| | Each | | Each |
| 25 6 | \$1.25 | 25 15 | \$3.00 |
| 25 8 | 1.50 | 25 18 | 4.00 |
| 25 10 | 1.85 | 25 21 | 5.00 |
| 25 12 | 2.25 | | |

ZINC—Full Sheets, 40c lb.; less than Sheets, 50c lb.

CONVENIENCE COUNTS

Two Irishmen were digging a hole for drainage. One was over six feet in height, and the other not much over five feet. The foreman came along presently to see how the work was progressing, and noticed that one of them was doing more work than the other. So he called down to the big fellow below in the trench:

"Look here, Pat! How is it that little Mickey Dugan, who is only about half as big as you, is doing twice as much work?"

Glancing down at the diminutive Mickey, Pat replied.

"And why shouldn't he? Ain't he nearer to it?"

Constructive criticism is good in business as well as government, but when you criticize be sure you have something better to offer.

INDEX TO ADVERTISERS

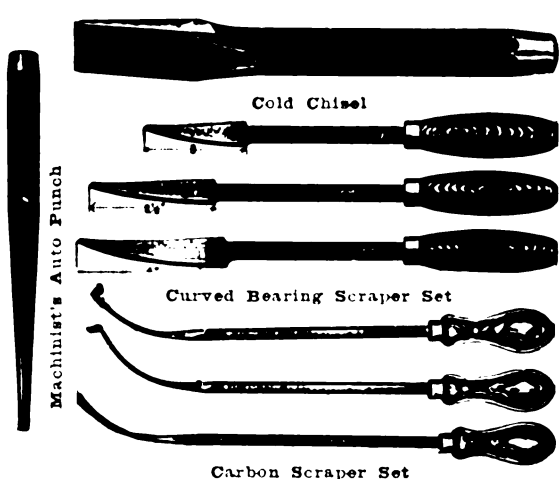
| | | | | | |
|---|---------|--|-----|-----------------------------|----|
| Abendroth Bros. | 15 | J. E. Gilson Co. | 33 | Phoenix Horse Shoe Co. | 20 |
| Abingdon Trap Co. | 48 | Goodell-Pratt Co. | 8 | Pittsburg Steel Co. | 35 |
| Alabama Pipe & Foundry Co. | 15 | B. F. Goodrich Co. | 99 | Porter, H. K. | 32 |
| Alcemo Mfg. Company. | 127 | Goodyear Rubber Co. | 34 | Portland Cordage Co. | 34 |
| Aluminum Goods Mfg. Co. | 65 | Goulds Mfg. Co. | 21 | Progressive Mfg. Co. | 31 |
| American Bolt & Screw Case. | 26 | Graham Mfg. Co., Jas. | 47 | | |
| American Chain Co. | 117 | Greenfield Tap & Die Corporation. | 147 | | |
| Anniston Foundry Co. | 15 | Groetken Pump Co. | 135 | | |
| American Foundry & Pipe Co. | 15 | Emil Grossman Mfg. Co. | 109 | | |
| American Enameling Mfg. Corp. | 15 | | | | |
| American Steel & Wire Co. | 14 | | | | |
| American Steel Wool Company | 130 | | | | |
| Apco Mfg. Co. | 124 | | | | |
| Armstrong Mfg. Co. | 157 | | | | |
| Atlas Auto Supply Co. | Cover | | | | |
| Atlas Mfg. Co., The. | 58 | | | | |
| Atlas Tack Company. | 7 | | | | |
| Automobile Accessories Co. | 132 | | | | |
| Automatic Lawn Sprinkler Co. | 50 | | | | |
| A. B. Avis. | 41 | | | | |
| | | | | | |
| Baker, Hamilton & Pacific Co. | 42 | | | | |
| Baldwin Refrigerator Co. | 62 | | | | |
| Bassick Co. | 59 | | | | |
| Beaton & Cadwell Mfg. Co. | 58-157 | | | | |
| Beaton & Corbin Mfg. Co. | 155 | | | | |
| Berger Bros. Co. | 36 | | | | |
| Bernz, Otto. | 147 | | | | |
| Bessemer Soil Pipe Co. | 15 | | | | |
| Bommer Bros. | 37 | | | | |
| Boston Brass Co. | 155 | | | | |
| Bridgeport Hdw. Mfg. Co. | 29 | | | | |
| Brier Hill Steel Co. | 38 | | | | |
| The Brininstool Co. | 139 | | | | |
| Buckeye Aluminum Co. | 59 | | | | |
| Buffalo Sled Co. | 39 | | | | |
| Buffum Tool Co. | Cover | | | | |
| | | | | | |
| California Paint Co. | 138 | | | | |
| Campbell Mfg. Co. | 15 | | | | |
| Philip Carey Co. | 136 | | | | |
| Casey-Hedges Co. | 15 | | | | |
| Central Foundry Co. | 15 | | | | |
| Century Plainfield Tire Co. | 115 | | | | |
| Charlotte Pipe & Foundry Co. | 15 | | | | |
| Chicago Flexible Shaft Co. | 24 | | | | |
| Chicago Spring Butt Company. | 24 | | | | |
| Chicago Tubing & Braiding Co. | 122 | | | | |
| Champion Blower & Forge Co. | 12 | | | | |
| John Chatillon Sons. | 67 | | | | |
| O. J. Childs Co. | 38 | | | | |
| C. F. Church Mfg. Co. | 153 | | | | |
| George M. Clark & Co. | 157-158 | | | | |
| Clayton & Lambert. | 157-158 | | | | |
| Cleveland Galvanizing Works Co. | 39 | | | | |
| Coldwell Lawn Mower Co. | 55 | | | | |
| Coleman Lamp Co. | 69 | | | | |
| Colt's Patent Firearms Co. | 24 | | | | |
| Columbian Rope Co. | 36 | | | | |
| Connors, Wm., Paint Co. | 49 | | | | |
| H. C. Cook Co. | 15 | | | | |
| Coosa Pipe & Foundry Co. | 72 | | | | |
| Corning Glass Works. | 57 | | | | |
| Cordley & Hayes. | 126 | | | | |
| Corbin Screw Corporation. | 40 | | | | |
| Covert Mfg. Co. | 16 | | | | |
| P. & F. Corbin. | 159 | | | | |
| Crescent Tool Co. | 15 | | | | |
| Crown Pipe & Foundry Co. | 131 | | | | |
| Crystal-lac Distributing Co. | 135 | | | | |
| Curtis Pneu. Machinery Co. | 30 | | | | |
| | | | | | |
| Delta File Works. | 67 | | | | |
| Detroit Automatic Scale Co. | 99 | | | | |
| Diamond Rubber Co. | 22 | | | | |
| Henry Disston & Sons. | 128 | | | | |
| Joseph Dixon Crucible Co. | 111 | | | | |
| Dreadnaught Tire & Rubber Co. | 70 | | | | |
| Duluth Show Case Co. | 68 | | | | |
| Dunham, Carrigan & Hayden Co. | 68 | | | | |
| Du Pont Powder Co. | 68 | | | | |
| | | | | | |
| Eagle Woodenware Mfg. Co. | 54 | | | | |
| Eclipse Mfg. Co. | 133 | | | | |
| Elastic Tip Co. | 61 | | | | |
| Enterprise Mfg. Co. | 51 | | | | |
| Eyelet Tool Company. | 132 | | | | |
| | | | | | |
| Faultless Caster Company. | 60 | | | | |
| | | | | | |
| Gadsden Pipe Co. | 15 | | | | |
| Geneva Cutlery Co. | 5 | | | | |
| H. S. Geor. | 97 | | | | |
| Giant Powder Co. | 19 | | | | |
| Gillette Rubber Co. | 105 | | | | |
| | | | | | |
| J. E. Gilson Co. | 33 | | | | |
| Goodell-Pratt Co. | 8 | | | | |
| B. F. Goodrich Co. | 99 | | | | |
| Goodyear Rubber Co. | 34 | | | | |
| Goulds Mfg. Co. | 21 | | | | |
| Graham Mfg. Co., Jas. | 47 | | | | |
| Greenfield Tap & Die Corporation. | 147 | | | | |
| Groetken Pump Co. | 135 | | | | |
| Emil Grossman Mfg. Co. | 109 | | | | |
| | | | | | |
| Haines, Jones & Cadbury Co. | 15 | | | | |
| Hammond Lumber Co. | 46 | | | | |
| J. H. Haney & Co. | 129 | | | | |
| Hartford Rubber Company. | 113 | | | | |
| Hays Mfg. Co. | 153 | | | | |
| Hess-Snyder Mfg. Co. | 55 | | | | |
| A. M. Holter Hdw. Co. | 45 | | | | |
| Honeyman Hardware Co. | 45 | | | | |
| Hudson Sales Company. | 135 | | | | |
| Hyfield Mfg. Co. | 36 | | | | |
| | | | | | |
| International Silver Co. | 66 | | | | |
| Irving-Pitt Mfg. Co. | 70 | | | | |
| Ivory Handle Company. | 46 | | | | |
| | | | | | |
| W. E. & W. H. Jackson. | 132 | | | | |
| Jensen-King-Byrd Co. | 48 | | | | |
| J. D. Johnson Co. | 15 | | | | |
| | | | | | |
| Keystone Mfg. Co. | 158 | | | | |
| Kerr Wire Products Company. | 53 | | | | |
| King Lock Company. | 128 | | | | |
| M. L. Kline. | 147 | | | | |
| Krupp Foundry Co. | 15 | | | | |
| | | | | | |
| Lalace & Grosjean Mfg. Co. | 57 | | | | |
| Landers, Frary & Clark. | 63 | | | | |
| Lane Bros. Co. | 132 | | | | |
| Will B. Lane. | 129 | | | | |
| Lansing Company. | 40 | | | | |
| Lawson Mfg. Co. | 31 | | | | |
| Lee Broom & Duster Co. | 53 | | | | |
| Lindemann, O. & Co. | 47 | | | | |
| Lufkin Rule Co. | 27 | | | | |
| | | | | | |
| Machine Appliance Corporation. | 135 | | | | |
| Maine Mfg. Co. | 56 | | | | |
| Mangrum & Otter. | 49 | | | | |
| Manhattan Electrical Supply Co. | 127 | | | | |
| H. C. Marsh Co. | 36 | | | | |
| Martin Mfg. Co. | 121 | | | | |
| McCaffrey File Co. | 37 | | | | |
| McGraw Tire & Rubber Co. | 134 | | | | |
| Medina Foundry Co. | 15 | | | | |
| Meriden Britannia Co. | 66 | | | | |
| Meyers Mfg. Co., Fred J. | 53 | | | | |
| Monarch Refrigerator Company. | 64 | | | | |
| Monitor Stove Co. | 72 | | | | |
| Montauk Paint Mfg. Co. | 136 | | | | |
| Motor Car Supply Co. | 124 | | | | |
| Mound Tool Co. | 125 | | | | |
| Frank Mossberg Co. | 122 | | | | |
| | | | | | |
| R. N. Nason Co. | 139 | | | | |
| National Cash Register Co. | 25 | | | | |
| National Foundry Co. | 15 | | | | |
| National Pipe & Foundry Co. | 15 | | | | |
| National Stove Company. | 53 | | | | |
| National Wire Wheel Co. | 103 | | | | |
| New Haven Clock Co. | 58 | | | | |
| New York Stamping Co. | 10 | | | | |
| Nicholson File Company. | 8 | | | | |
| C. S. Norcross & Sons. | 33 | | | | |
| North Bros Mfg. Co. | 27 | | | | |
| Nu-Sink Co. | 45 | | | | |
| | | | | | |
| The James Ohlen & Sons Saw Mfg. Co. | 49 | | | | |
| Ontario Knife Co. | 56 | | | | |
| Onward Mfg. Co. | 49 | | | | |
| | | | | | |
| Pacific Pump & Supply Co. | 160 | | | | |
| Pacific Sanitary Mfg. Co. | 149 | | | | |
| Packham Crimper Co. | 49 | | | | |
| Parker Supply Co. | 39 | | | | |
| Pelouze Mfg. Co. | 55 | | | | |
| Pennsylvania Lawn Mower Co. | 30 | | | | |
| Peters Cartridge Co. | 43 | | | | |
| N. A. Petty Company, Inc. | 116 | | | | |
| Philadelphia Lawn Mower Co. | 32 | | | | |
| | | | | | |
| Reading Foundry & Supply Co. | 15 | | | | |
| Remington Arms Co. | 17 | | | | |
| Rhode Island Fittings Co. | 149 | | | | |
| Richards-Wilcox Mfg. Co. | 31 | | | | |
| Ringen Stove Co. | 47 | | | | |
| Remort Mfg. Co. | 125 | | | | |
| Wm. Rose & Bros. | 39 | | | | |
| H. Roth & Sons. | 49 | | | | |
| G. D. Rowell & Son. | 33 | | | | |
| Royal Mfg. Co. | 123 | | | | |
| Royal Iron Mfg. Co. | 55 | | | | |
| Myer S. Rubens, Stoves & Furnace Repair Works. | 158 | | | | |
| A. C. Rulofson Co. | 35 | | | | |
| Russell & Erwin Mfg. Co. | 13 | | | | |
| Rutenber Electric Co. | 116 | | | | |
| | | | | | |
| Safety Door Hanger Co. | 29 | | | | |
| Salem Brass & Iron Mfg. Co. | 15 | | | | |
| Salt Lake Hardware Co. | 48 | | | | |
| Samson Cordage Works. | 28 | | | | |
| Sanitary Co. of America. | 15 | | | | |
| Sargent & Company. | 11 | | | | |
| Wm. B. Scaife & Sons. | 153 | | | | |
| Schaw-Batcher Co. | 46 | | | | |
| Schlueter Mfg. Co. | 50 | | | | |
| R. F. Sedgley. | 70 | | | | |
| Sedgwick Machine Works. | 49 | | | | |
| Shelby Spring Hinge Co. | 22 | | | | |
| Shelton Tack Co. | 38 | | | | |
| Simonds Mfg. Co. | 26 | | | | |
| Simmons Hardware Co. | 4 | | | | |
| Dick Smith. | 35 | | | | |
| Smith Mfg. Co., F. H. | 32 | | | | |
| Somerville Iron Works. | 15 | | | | |
| Smooth-On Mfg. Co. | 151 | | | | |
| Specialty Mfg. Co. | 28 | | | | |
| Spokane Stove & Furnace Repair Works. | 159 | | | | |
| Standard Foundry Co. | 15 | | | | |
| Stanley Rule & Level Co. | 12 | | | | |
| Stanley Works. | Cover | | | | |
| Star Expansion Bolt Company. | 135 | | | | |
| Starrett, L. S. & Co. | 3 | | | | |
| States Chemical Co. | Cover | | | | |
| Staybestos Mfg. Co. | 118 | | | | |
| Edwin B. Stimpson Co. | 38 | | | | |
| Strevell Paterson Hardware Co. | 45 | | | | |
| Stuber & Kuck. | 39 | | | | |
| Sturges & Burn Mfg. Co. | 51 | | | | |
| Superior Mfg. Co. | 15 | | | | |
| Superior Spring Hinge Co. | 26 | | | | |
| Jas. Swan Co. | 28 | | | | |
| | | | | | |
| Thomson-Diggs Co. | 43 | | | | |
| Thomas Savill's Sons. | 157 | | | | |
| Thompson Mfg. Co. | 41 | | | | |
| Thermold Rubber Co. | 107 | | | | |
| Trimont Mfg. Company. | 155 | | | | |
| Triner Scale Mfg. Co. | 51 | | | | |
| Tritch Hardware Co. | 44 | | | | |
| Tucker Duck & Rubber Company. | 70 | | | | |
| Turner Brass Works. | 159 | | | | |
| | | | | | |
| Union Foundry Co. | 15 | | | | |
| Universal Caster & Foundry Co. | 59 | | | | |
| U. S. Steel Products Co. | 14 | | | | |
| U. S. Tire Co. | 113 | | | | |
| | | | | | |
| Vaughan & Bushnell. | 37 | | | | |
| | | | | | |
| R. M. Wade & Co. | 18 | | | | |
| Wagner Mfg. Co. | 27 | | | | |
| Weed Chain Tire Grip Co. | 117 | | | | |
| Weiskittel & Son Co. | 15 | | | | |
| Joe Weiss. | 45 | | | | |
| H. Wetter Mfg. Co. | 15 | | | | |
| Wheeling Corrugating Co. | 54 | | | | |
| Whitman & Barnes. | 29 | | | | |
| Whittaker-Glessner Co. | 54 | | | | |
| J. H. Williams Co. | 59 | | | | |
| Hamp Williams Hardware Co. | 32 | | | | |
| Williamson Mfg. Co. | 49 | | | | |
| Wills Sprinkler Company. | 41 | | | | |
| T. E. Wilson & Company. | 137 | | | | |
| Winchester Repeating Arms Co. | 23 | | | | |
| Woodin & Little. | 40 | | | | |
| Wrought Washer Mfg. Co. | 37 | | | | |

THE BUFFUM TOOL CO.

LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



The Quality of Buffum Tools

stands out in every line and stands out more during every month of hard service.

Proper Design
Good Material Best Finish
Right Price

WHAT MORE?

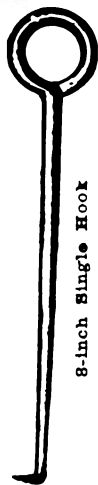
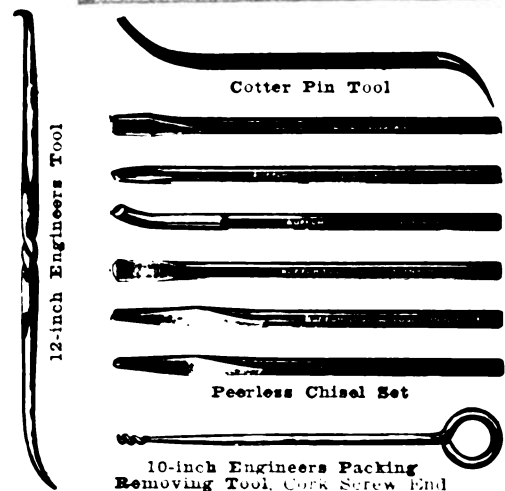
Every Tool Fully
Guaranteed

Appreciated by the workman for performance — by the man who pays for the length of good service they give — by the dealer for the sure sales opportunity they offer.

No One Ever Gained a Reputation Selling Poor Tools

WE CAN'T

YOU CAN'T



C. W. GAUSE COMPANY

WESTERN SALES AGENTS

Room No. 605 Williams Building

693 Mission Street

San Francisco, California



Who sells
the sheathing paper for the new
buildings that are going up in your
vicinity?

Wherever buildings are going up and homes
erected, there is a market and demand for

BERMICO

Sheathing Paper

In the sheathing paper world the name BERMICO stands for genuine
service. It lasts longer because it is made better—of pure wood fibre.

Years of experience have proven that
BERMICO continues in good condition,
doing its work of protection, when other
papers have crumbled to dust.

All BERMICO dealers will tell you that
BERMICO gets "out in the world" when
other building papers remain "at home"
in your stockroom. It sells. Sell it!

Full information gladly sent upon request.

BROWN COMPANY

Founded 1852
PORTLAND, MAINE

B.M.

Do you use NIBROC KRAFT wrapping paper?

RETURN TO the circulation desk of any
University of California Library
or to the

NORTHERN REGIONAL LIBRARY FACILITY
Bldg. 400, Richmond Field Station
University of California
Richmond, CA 94804-4698

ALL BOOKS MAY BE RECALLED AFTER 7 DAYS
2-month loans may be renewed by calling
(415) 642-6233
1-year loans may be recharged by bringing books
to NRLF
Renewals and recharges may be made 4 days
prior to due date

DUE AS STAMPED BELOW

MAR 29 1990

DEC 28 1994

JAN 11 1995

LD 21-100m-12,43 (8796s)

YE 00228

M47343

CAL
HALL

TS200
H3
V.13
no. 1-6

THE UNIVERSITY OF CALIFORNIA LIBRARY

